Board of Trade Journal

Volume 182, No. 3386 9 February 1962

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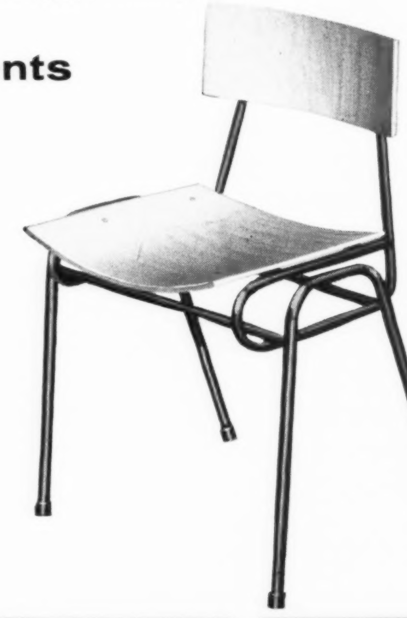

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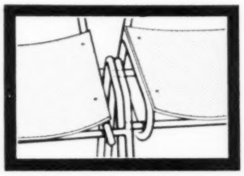

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Board of Trade Journal

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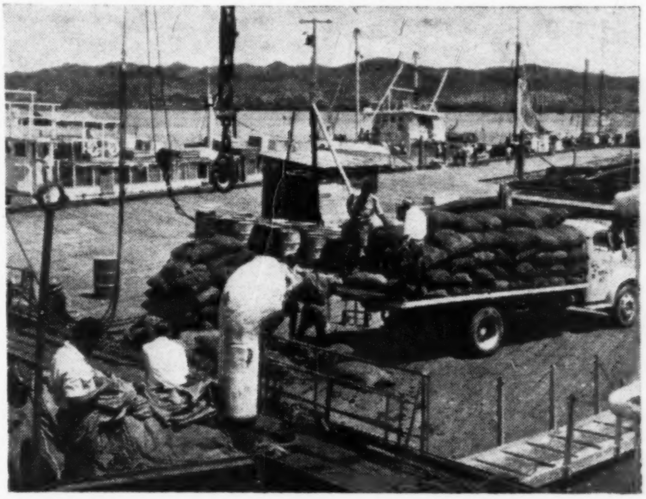
The Fijian Market Can Offer Rewards to Enterprise

In this review, A. R. Bruce, Principal British Trade Commissioner at Sydney, says that opportunities exist for British firms to do business in a varied range of imports into Fiji, where much goodwill exists towards Britain.

THE BRITISH CROWN COLONY OF FIJI, centrally placed among the other island territories of the south-west Pacific, has a population of over 401,000, including 198,000 Indians, 167,000 Fijians and some 11,000 Europeans. Suva, the capital, with a population of over 40,000, is 11,590 miles from Britain via New York and 13,280 miles via Sydney. Britain supplies about a quarter of the annual imports of Fiji which total some £15 millions sterling.

The economy of the Colony depends predominantly on the two crops, sugar cane and coconuts, and shipments of raw sugar, molasses, coconut oil and cake accounted for over 80 per cent. of total exports of domestic produce in 1960. The other principal exports are gold, manganese ore and bananas. The United Kingdom is by far the biggest market for Fiji's products and in 1960 took 45 per cent. of total exports. The next largest markets were Canada (14·7 per cent.), New Zealand (8·9 per cent.) and Australia (8·5 per cent.).

By reason of its central position Fiji is well situated to supply neighbouring island territories and total exports of £F15·5 million in 1960 include re-exports valued at £F2·7 million. The largest markets for re-exports of textiles and miscellaneous manufactures are Samoa, Tonga and the New Hebrides. There is a considerable re-export of aviation spirit and diesel fuel oil (much of this for ships' stores).



Sacks of copra being unloaded from a local freighter at Suva wharf, after having been transported from copra producing areas in the outlying islands of the group. A large percentage of the copra will be milled locally, the remainder being exported overseas.

The main manufacturing industries in Fiji are based upon the processing of the two major export crops, sugar and copra. There are four sugar mills operated by the Colonial Sugar Refining Co. Ltd., whilst most of the copra produced is processed in two mills in Suva. These mills produce coconut oil and meal for export and one mill uses the bulk of its oil production for the manufacture of soap for local use and export to other Pacific Islands. There are two cigarette factories in Suva. An old established biscuit factory does a substantial export trade to other Pacific Islands. A clothing factory making shirts, shorts, trousers, etc., for local use and for export to neighbouring islands was closed down for a period a little while ago owing to its inability to compete with imports from Hong Kong but has recently resumed production following an arrangement which will permit the factory to obtain certain fabrics and other materials at reduced rates of duty. Other local industries include a brewery, furniture manufacture, the production of concrete slabs, pipes, etc., paints, tyre retreading, shipbuilding and repairs, general engineering and rice milling. A plant for the production of cement is in process of construction and there are plans for the manufacture of matches.

Growth of Population

Despite these activities, however, manufacturing is a relatively small employer of labour. A large proportion of the population is engaged in subsistence agriculture using fairly primitive methods of

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Front Cover Photograph

'Cheshire-Highway' earth-boring machines are being used in increasing numbers by public authorities and civil engineering contractors at home and overseas mainly for the erection of telegraph and electric power poles, and for sinking short bore pile foundations for buildings. Two models are available. Both can be supplied for mounting on any truck chassis of suitable load carrying capacity or, can be supplied ready mounted on a truck or crawler tractor. They are manufactured for the Cheshire Engineering Company (Sales) Ltd., Camberley, Surrey, by Rubery Owen (Warrington) Ltd. The principal countries to which earth-boring machines are exported by the company are Australia, South Africa, Ghana, Nigeria and New Zealand.

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Some flying times

Auckland to Naudi Airport	... ...	approx. 4 hrs.	
Sydney ,, ,,	... ...	approx. 6½ hrs.	
San Francisco ,, ,,	... ...	approx. 19¾ hrs.	*(Including 8 hours at Honolulu)*
Los Angeles ,, ,,	... ...	approx. 13¼ hrs.	*(Including 1½ hours at Honolulu)*
Vancouver ,, ,,	... ...	approx. 40½ hrs.	

Airmail to Suva

Normally 2 to 5 days.
Letters: 1s. 6d. per ½ oz.
Air parcels: 14s. 3d. per ½ lb.

Surface Mail to Suva

Letters and parcels: 33 to 59 days.
Letters: 3d. first oz.; 1½d. each additional oz.
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Shipping Service

There is a direct shipping service from the United Kingdom to Suva and Lautoka.

cultivation. The general standard of living is not high and the Report of the Burns Commission in 1959 referred to an average income per head over the last decade or so of about £F70 per annum. Commenting on the very rapid growth of population in recent years the Burns Report pointed out that if the present rate of population rate continues the annual income of Fiji will have to grow at something like 3½ per cent. per annum in order merely to maintain the present living standard. The Commission made a number of detailed recommendations as to how the Colony might be developed and its resources used. Following the Commission's Report the Government prepared in 1960 a development plan for the period 1961-70. The Secretary of State indicated that he would be prepared, provided the major recommendations of the Burns Commission were implemented, including those necessary for the development of Fiji's natural resources, to make available assistance to the extent of £F5 million by loans and grants in the period up to March 31, 1964. A revised plan envisages expenditure in the five year period from 1961 to 1965 of over £F12 millions and expenditure in the period up to March 31, 1964, of £F8·876 million. Of this latter figure 56·7 per cent. is allocated to communications, 12·7 per cent. to agriculture, 7·8 per cent. to education, 5·6 per cent. to supplies and services and smaller amounts to law and order, forestry, medical and miscellaneous. Government expenditure over the next few years will therefore continue at a fairly high level. In this connection the excess of imports over exports in the three years 1958-60 has totalled nearly £F7 million. This large unfavourable balance of visible trade is an indication of the Colony's extensive capital development in recent years. The growing tourist trade is another factor in this visible trade deficit.

Pre-war (1937) the United Kingdom had 34 per cent. of the import trade and as recently as 1958 still enjoyed this percentage. But in 1959 Britain's percentage had fallen to 26·5 per cent., and in 1960 to 25·4 per cent. The following table shows imports in the past five years from the main supplying countries.

	£F000's*				
	1956	1957	1958	1959	1960
Total imports	16,430	15,216	17,602	16,856	16,404
From United Kingdom . .	5,039	4,807	5,966	4,466	4,169
Australia . . .	4,184	4,104	4,665	4,766	4,521
New Zealand . .	1,453	1,357	1,229	1,272	1,293
Indonesia . . .	887	1,185	1,408	1,302	1,094
Japan	366	299	495	925	1,054
India	864	588	753	768	755
Canada . . .	779	395	426	436	623
U.S.A.	937	938	788	577	461
Hong Kong . . .	479	268	444	500	526

* *The Fijian pound is linked with sterling at the rate of £F111 = Sterling* 100.

It will be seen that in 1959 and 1960, Australia for the first time has become a larger supplier of goods to Fiji than the United Kingdom.

Australia's share of imports in 1960 rising to 27·5 per cent. of the total. Both Australia and New Zealand are important suppliers of foodstuffs but Australia has also exported a wide variety of manufactured goods to this market and has been increasingly active in recent years. The exports from Indonesia are mainly petroleum products. Japan over the past five years has increased her percentage of the import trade much more rapidly than any other country from 2·2 per cent. in 1956 to 6·4 per cent. in 1960, and has secured a much larger share of the market for textiles as well as substantial business in such products as cement, iron and steel and radio sets. The biggest imports from India are cotton fabrics and sacks, from Canada lumber, from the United States machinery and tobacco and from Hong Kong clothing and textiles.

The following table shows statistics for 1956 and 1960 of the more important imports in which the United Kingdom is interested and compares the Australian trade in the same commodities. There are, of course, a wide variety of imports apart from those mentioned below. In comparing the figures it should be noted that the total import trade in 1956 and 1960 was almost the same in each year at around £F16·4 million c.i.f.

Imports into Fiji

£F000's

Commodity	1956			1960		
	Total	From U.K.	From Australia	Total	From U.K.	From Australia
Whisky	76	74	2	74	72	1
Aviation turbine fuel	—	—	—	349	111	118
Medicinal and pharmaceutical products	138	75	47	167	95	49
Rubber tyres and tubes	231	141	56	217	113	60
Cotton fabrics of standard type	493	264	1	402	135	—
Silk and other fabrics (apart from wool)	385	109	—	497	78	2
Cement	324	265	10	290	96	—
Iron and steel joists, bars, rods, etc.	217	92	72	232	49	62
Corrugated coated plates and sheets	165	50	114	221	—	216
Pipes and fittings	187	151	34	90	50	37
Ordnance	29	14	—	113	77	—
Finished structural parts of iron and steel	62	41	21	118	88	16
Hand tools, other than agricultural	86	65	9	62	35	15
Metal manufactures, n.e.s.	175	110	41	199	78	50
Milling machinery – other than timber	308	163	127	140	9	124
Miscellaneous machinery parts and accessories	154	74	42	300	126	116
Insulated cables and wires	75	59	14	90	62	25
Electrical machinery, apparatus and appliances, n.e.s.	183	110	59	257	126	52
Passenger road motor vehicles other than buses or motor-cycles	404	397	5	382	191	180
Buses, trucks, lorries, etc.	112	101	10	143	120	6
Vehicle bodies, chassis frames and parts (except tyres, engines and electrical parts)	128	107	14	157	115	23
Leather footwear	80	51	2	79	59	2

The large fall in cotton fabrics was mainly due to increased competition from India and Japan. In the case of fabrics other than cotton and wool there was a very substantial increase of purchases from Japan. Imports of cement from Japan (assisted by cheap freights) rose to nearly 16,000 tons in 1960 compared with less than 4,000 tons in 1956 and have been at the expense of our sales.

It will be seen from the above table that Australia has substantially improved her position in a number of instances, the largest increase being in corrugated iron coated plates and sheets and in passenger motor cars where the picture has changed completely. The Holden car has proved extremely popular in Fiji and has accounted for most of the swing in orders to Australia.

Australian firms are predominant in the industrial and commercial life of Fiji. The sugar mills are owned by Colonial Sugar Refining Co. Ltd., of Sydney, while Australian firms also control the oil crushing mills, the biscuit factory, the brewery, the cement industry which is being established and other smaller local factories. The gold mines are Australian owned and the two major trading firms both have their head offices in Sydney. One of these is the Carpenter Group, which has absorbed the long established firm of Morris Hedstrom Ltd. The other is Burns Philp Ltd. Between them these firms control a large segment of imports of both capital and consumer goods and act in both a wholesale and retail capacity.

Tell FIJI what you have to sell

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When Fiji people say "I read it in the paper," they mean THE FIJI TIMES

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THE FIRST NEWSPAPER IN THE WORLD EACH DAY

SHANTI DUT

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Telephone: HOLborn 3779

The big island merchant firms do not, however, monopolise the import trade. In textiles, clothing and cheaper ranges of consumer goods for the Indian and Fijian populations a great deal of the business is done by Indian firms, the bulk of their purchases being from Japan, India and Hong Kong. In addition to Indian stores throughout the islands there are many Chinese stores dealing in foodstuffs and other goods of the type sold by the Indian firms.

Direct Trading

In Suva there are a number of active and responsible commission agents who can give good service to British exporters. Some British firms seem to have the impression that the market can readily be covered from New Zealand or Australia but Fiji is an entirely separate market at a considerable distance from these larger countries, and as a general rule an exporter in Britain is better served by direct trading with Fiji and by direct representation in that market.

The increased share of the market obtained by Australia recently reflects the much greater activity both of Australian firms and of the Australian Department of Trade in the Pacific over the past few years. As already indicated Australia has by far the largest commercial stake of any country in Fiji and she has always had a good slice of the import trade. The Australian Export Drive has, however, created new interest and representatives of Australian manufacturers are visiting Fiji with increasing regularity. Recently an eighteen man trade mission from Australia toured the Colony and another development has been that the Australian Government has appointed a Trade Commissioner, based in Sydney, to cover the Pacific Islands.

Preferential duties apply to imports from Commonwealth countries and in many cases products such as raw materials and capital goods enter free of duty under the preferential tariff. The Fiji Government is a very substantial importer and Government purchases are not subject to import duty. The preferences enjoyed by Commonwealth countries which are frequently 20 per cent. to 25 per cent. help to explain the large share of the import trade held by Commonwealth countries. British exporters are, however, handicapped by their distance from the market particularly where freight is a major factor and there is an additional disadvantage here as customs duties are levied on c.i.f. values.

(*Continued on next page*)

Fiji *(Continued)*

Because of the absence of major manufacturing industries, apart from sugar and oil milling, there is normally relatively little business available for heavy machinery but there is a very wide range of imports of foodstuffs, building materials, miscellaneous machinery, a variety of consumer goods and manufactured articles. The bulk of the purchases of the Indian and Fijian population are for the cheaper ranges of consumer goods, textiles, etc., but there is always room for variety and there are likely to be opportunities for British firms in most classes of imports which have not been properly explored. British firms should however, be prepared to deal in small export orders, because of the relative smallness of the market. It is essential that the origin of goods should be shown on invoices, that documents and invoices should be despatched promptly; and it is particularly important that shipments should be made promptly to this distant market. Fortunately, there is a very good direct shipping service operating from the United Kingdom to Fiji ports with eight or nine vessels making sailings each year and discharging their cargoes at Suva and Lautoka.

A pedestrian crossing in central Suva with a scalloped-skirted Fijian policeman controlling traffic. Suva has a mixed population of 40,000 people and has several big modern stores as well as many smaller establishments. It is a hub of commerce in the South West Pacific.

But unless British exporters take an increasing interest in the market our share of Fiji's imports is likely to continue to decline in view of the much greater activity being displayed by the suppliers near at hand such as Australia, Japan and New Zealand. Our firms should bear in mind that the British Trade Correspondent in Suva is in a position to give a great deal of help and advice to British exporters who want to obtain information about prospects for their products in the Fiji market.

The best way for a British businessman to assess the potentialities of a market is to pay a personal visit but, of course, Fiji is a relatively small and distant market and a special visit can rarely be warranted. But there must be very many British businessmen passing thorugh Nadi Airport every week en route between Australia, New Zealand and North America who might find it very useful and profitable to stop over for a few days in Fiji. There is a fund of goodwill towards Britain in the Colony and the British executive can be assured of a very warm welcome. Moreover, apart from the prospects of finding ways and means of increasing business, the visitor will find Fiji an exceedingly attractive and colourful place to stay in for a few days. The tourist trade is a factor of increasing importance in the Colony's economy and there are comfortable hotels in the main centres.

Gold and Convertible Currency Reserves, January

THE TREASURY announce that the gold and convertible currency reserves rose by £33 million to stand at £1,218 million on January 31, 1962.

The Duke of Edinburgh's Tour of South America

H.R.H. the Duke of Edinburgh left on Tuesday for his tour of South America which will continue until the end of March. Among the places he will visit will be the following establishments which have close links with Britain:

Venezuela:	Ricketts and Colmans' and the site of Rootes' assembly plant.
Colombia:	Thomas de la Rue, Glaxo, and the Austin assembly plant.
Bolivia:	Fabulosa Mine.
Chile:	Textil Vina (textile mill).
Paraguay:	Liebigs meat packing plant.
Brazil:	Dunlops, Lever Bros.
Argentine:	Siam di Tella (B.M.C. assembly plant), Frigorifico Anglo.

Berne Union Meeting of Export Credit Insurers

THE FIRST OF the two General Meetings of the Berne Union planned for 1962 was held in Munich on January 29 and 30, 1962, under the chairmanship of this year's President, Mr. A. Thomas of the Office Nationale du Ducroire, Brussels. Delegates representing export credit insurance organizations from seventeen countries and an observer from the IBRD were present. The Export-Import Bank of Washington which for five years has participated in the work of the Union as an Associate Member was on this occasion unanimously elected to full Membership. Members exchanged views on world market economic conditions and there was also an exhaustive discussion on the terms of payment for world trade.

With regard to length and other terms of credit the meeting recognized as on previous occasions that credit insurance organizations do not dictate these conditions, but follow the trends of international trade, safeguarding sound practices in this field. As regards consumer goods, the meeting reaffirmed that six months' credit is the extreme limit which is appropriate. As far as exports of capital goods is concerned it was noted that the vast majority of such transactions is in fact being realized on the basis of credit not exceeding five years. The meeting reaffirmed the existing understandings within the Union on this subject.

It was recognized that credit for more than five years is being conceded in particular cases, for example, large development projects which assist countries in course of development. New facilities have been introduced to this effect including financial credits. Members appreciated the motives which have led to these developments but were concerned about the effect upon international credit competition and in this connection they see no difference whether the credit granted is in the form of supplier credit or a financial credit tied to exports from the lending country.

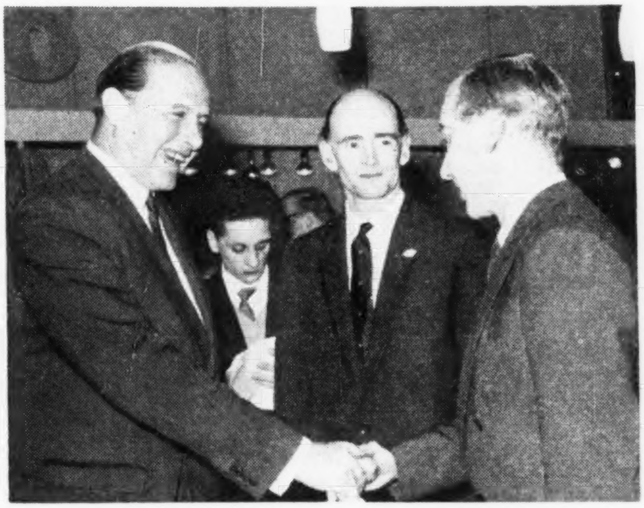
Feeling anxiety over the consequent threat of a credit race which would be beyond the power of the Union to restrain, the meeting recalled that in January 1961 the Union had 'expressed the hope that progress would be made in establishing some system of international co-ordination between Governments'. It was noted with satisfaction that such a system was already being worked out between some Member countries.

The Members of the Union remain always at the disposal of their respective Governments to study and to apply measures for improving and developing such co-ordination.

Britain and The Common Market

The prospect and problems for British industry in the Common Market are discussed in the current 'Bulletin for Industry', Copies are obtainable free from the Information Division, H.M. Treasury, Whitehall London, S.W.1.

Encouraging Increase of Furniture Exports



Mr. Frederick Erroll, President of the Board of Trade (left), congratulating Mr. G. Frank Cole, Managing Director of Vono Ltd., whose stand the President visited during his tour of the Furniture Exhibition. Vono Ltd., who manufacture beds and bedding, export to more than 100 world markets 25 per cent. of their total output. Their biggest European customer is Western Germany. In the centre is Mr. David Mitchell, chairman of the British Furniture Manufacturers Association.

'EXPORTS OF wooden furniture last year rose by 35 per cent. above the figure for 1960. The figures of export sales are small, far too small, as the manufacturers will readily agree. But the increase last year is encouraging and British representation at the International Furniture Fair at Cologne, which opened on January 31 is double that of 1960, despite the unfortunate clash of dates between that fair and this show here at Earls Court. I might add that my successor as Minister of State, Board of Trade, Sir Keith Joseph, is visiting the Cologne Fair.' This was said by Mr. Frederick Erroll, President of the Board of Trade at the opening of the 1962 Furniture Show at Earls Court, London, on January 31. The show – it closes February 10 – is organized for the British Furniture Manufacturers' Federated Associations, and the National Federation of Bedding and Allied Trades by F. W. Bridges and Sons Ltd., and Provincial Exhibitions Ltd., and is presented by the *Daily Mirror*.

Mr. Erroll said it was very encouraging that the furniture manufacturers of Britain were so well prepared for the time when, if all went well, our trading links were likely to bind us more closely than ever before with the continent of Europe.

He said that the British furniture industry had not been content merely to deliberate about conditions in Europe, it had been seeking markets overseas and doing so effectively. 'I find very encouraging the news of the formation of export groups of furniture manufacturers in Bristol and in High Wycombe, and I am delighted to learn that the export group in the West of England has already achieved some success, and I am confident that the more recently formed group in High Wycombe will also find that co-operation in export efforts pays dividends.'

In a space occupying 250,000 square feet, over 250 leading British manufacturers demonstrated how new materials, new techniques are revolutionizing British furniture design. Stretching the full width of the hall at one end of Earls Court, and dominating the exhibition, was a massive specially-constructed facade of a modern six-storey block of flats. Behind this and covering an area of 12,000 square feet, was a series of actual flats designed and decorated by experts with the needs of different types of families in mind.

Other features of the exhibition included the 'Ideal Home Studio' where displays ranged in an arc illustrated furnishing schemes for various types of rooms; and the 'Young Idea in Furniture' in which leading design schools all over the country from Glasgow to High Wycombe and Birmingham to Beckenham emphasized the 'new look', evidencing the spirit of enthusiasm and the high standards of design and craftsmanship that the younger generation of designers are bringing to their work. A collection of curtain fabrics from the United States was shown to the public for the first time. They included printed designs on linen and such unusual cloths as Swiss Percale and sheerest gauze and drawn thread fabrics which make room dividers as well as curtains.

The first Danish-designed furniture to be made by a British manufacturer in this country was also shown. Among other items on view were 'Space-age' furniture in seven widths; mattresses woven in pure gold thread and worth hundreds of pounds; examples of built-in furniture tailored to individual requirements and measurements designed to utilize available hanging and storage space; a convertible bed which opens like a book, and which when closed – the bedclothes fold up with the bed – stores away in a cupboard or recess; and Italian manufactured bedroom and dining room suites. One stand featured students in national costume from Ghana, France, Thailand and Nigeria sources of the company's timber supplies.

Sir Keith Joseph at Blackpool and Preston

SPEAKING AT the opening of the International Gifts Fair at Blackpool on February 5, Sir Keith Joseph, Minister of State, Board of Trade, said that the bulk of our exports came from medium and large firms, but small firms also made their contribution. At Blackpool there were 1,000 manufacturers of fancy and domestic goods, mostly British, and most of them exporting. The industries represented were comprised of small firms, yet together they exported some £100 million a year.

'As more and more people travel' said Sir Keith, 'the demand for typical products of each country as gifts will grow. The old traditional British product no longer necessarily attracts the new discriminating and expanding market. Design was an important feature and the best designs from overseas were coming in already, even before the tariff's come down. British firms would have to match this standard of competition if they were to hold, let alone increase, the excellent contribution made by these industries. (A report of the Fair is reported on page 301.)

In the afternoon of the same day Sir Keith continued his tour of Britain's industrial centres when he visited the Goss Co., Preston, newspaper press manufacturers. The export acheivement of the firm varies from year to year, but their performance over a long period is in the region of 40 to 50 per cent. exports. Since 1949 the company has doubled its labour force – now just over 1000 – and expects to expand further in the coming years. Among the countries to which the company export are: Australia, Africa, Denmark, Germany, Finland, France, Sweden, Canada and India.

The Minister's tour for the remainder of the week included visits to the following factories: the Rover Co., Ltd. at Solihull, Birmingham, and the British United Shoe Machinery Co., Ltd., at Leicester. During his visits to these areas he addressed the European Section of the Birmingham Chamber of Commerce, and the Leicester County Chamber of Commerce.

Other visits to be made by the Minister during next week will include:

LONDON:

February 13: Molins Machine Co. Ltd., Deptford, S.E.8.

NORTH WALES:

February 15: A.E.I. Hotpoint Ltd., Llandudno; J. K. Smit and Sons (Diamond Tools) Ltd., Colwyn Bay; Quinton Hazell Ltd., Colwyn Bay. Sir Keith will be a guest at the lunch given by the Industrial Association of Wales and Monmouthshire. Following lunch he will visit Chance Pilkington Optical Works, St. Asaph, Flintshire. In the evening he will be the guest at dinner of the Welsh Tourist and Holiday Board at Wrexham.

LIVERPOOL

February 16: Meccano Ltd.; Evans (Medical) Ltd.; Chadburns (Liverpool) Ltd. In the evening he will be the guest at the dinner of the Liverpool Branch of the Institute of Shipping and Forwarding Agents.

Protection for the Hire - Purchaser

MR. NIALL MACPHERSON, Parliamentary Secretary, Board of Trade, speaking at the annual dinner of the National Association of Retail Furnishers, Piccadilly Hotel, London, on January 30, said: 'I would like to congratulate your association on the thought you have given to the question of the protection of the hire-purchaser. The whole subject of consumer protection is attracting a good deal of public attention, largely through the activities of the British Standards Institution, and its off-shoot the Consumer Advisory Council, and those of its rival Consumer Association. The subject will certainly attract still more when the Molony Committee publishes its report in the course of the next few months. That Committee was set up to examine the present legal safeguards for the consumer and to recommend what further safeguards they thought were needed. The field it had to cover was immense, and it was reasonable to give it plenty of time. I am very glad that your association submitted a memorandum to the committee, which I am sure is of considerable help to it.'

Increased Levy for Wool Research

IT WAS ANNOUNCED in the *Board of Trade Journal* of December 1, 1961 (page 1105) that a draft Order had been laid before Parliament to amend the Wool Textile Industry (Scientific Research Levy) Order, 1957 (S.I. 1957, No. 1378).

After approval by both Houses of Parliament, this Order – the Wool Textile Industry (Scientific Research Levy) (Amendment) Order, 1962 (S.I. 1962, No. 214) has now been made and copies are obtainable from H.M. Stationery Office, York House, Kingsway, London, W.C.2 or through any bookseller or newsagent, price 3d. each, by post 5½d. each.

The object of the new Order is to increase the rates of charge payable by one-third, mainly to enable the Wool Industries Research Association, which receives the bulk of the money collected, to continue its recent expanded activities at the present level during the next five years.

The new Order will apply to the levy period commencing April 1, 1962, returns for which will fall to be made after October 1, 1962. Notices of Charge and Requirements to Furnish Returns will be sent out in the usual way.

Conference on Integrated Management Development

THE ORGANIZATION for Economic Co-operation and Development is holding an English language Conference on integrated management development (i.e. within the firm) in Denmark from April 16 to 18, 1962. (This is the concluding stage of a project for which funds were allocated by the European Productivity Agency of the Organization's predecessor, the Organization for European Economic Co-operation).

Participation in the Conference will be limited to 60 (12 from the United Kingdom) and those attending will comprise top managers, personnel and training directors responsible for management development within their companies, management teachers, consultants and representatives of organizations concerned with the promotion of integrated management development. No Conference fee will be charged but participants will pay their own travel and living expenses.

Inquiries concerning the Conference should be directed to Mr. B. W. Vigrass, British Institute of Management, 80 Fetter Lane, London, E.C.4. (HOL 3456) by February 14, 1962.

Assistant Official Receiver Appointment

THE BOARD OF TRADE announce that Mr. Dennis Eric Dolman has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Cardiff and Barry, Blackwood, Tredegar and Abertillery, Newport (Mon.), Pontypridd and Ystradyfodwg and the Bankruptcy District of the County Courts of Swansea, Aberdare, Aberystwyth, Bridgend, Carmarthen, Haverfordwest, Merthyr Tidfyl, Neath and Port Talbot.

This appointment took effect on February 1, 1962.

THANKS

The following letter was received by the Board of Trade, South Western Regional Office, Burghill Road, Westbury-on-Tyne, Bristol, from The Robinson Waxed Paper Company Ltd., Fishponds, Bristol, a subsidiary of the E. S. & A. Robinson Group:

Please accept my apologies for not letting you have earlier my letter officially thanking you for all the very kind help you gave me for my recent visit to West Africa. As I told you at Christmas, the personal arrangements you made for me with your former colleagues in Nigeria, made me feel that I was almost a member of the 'family' and my rather hectic tour was made most pleasant by admirable arrangements for accommodation which all your friends had so kindly fixed up.

The information compiled by your colleagues in the British Trade Commissions in Nigeria and Ghana in anticipation of my visit, proved invaluable and without this and their up-to-date advice on local affairs, I could not have hoped to have achieved all I did during my comparatively short visit. I now wish that I had taken your advice to allow myself longer in Nigeria and Ghana as I am certain that even an extra week would have enabled me to finalize things which may now have be the subject of protracted correspondence. I shall certainly remember this point in future.

Once more I would like to thank you very much for all your help.

(Signed)
M. J. F. Balsdon
(Export Sales Dept.)

English Text of the Common External Tariff of 'The Six'

TWO FURTHER parts of the Common External Tariff of 'The Six' which the Board of Trade are issuing in English, are due for publication shortly, and will be available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches as follows:

Date Available		*Subject*	*Price*
February 16	*Chapters 90-99	Optical, photographic, precision, medical and surgical instruments, clocks and watches, arms and ammunition, works of art, antiques.	3s. 0d. (by post 3s. 5d.)
February 20	Chapters 16-24	Prepared foodstuffs, beverages, spirits, vinegar, tobacco.	3s. 0d. (by post 3s. 5d.)

*The Chapter headings referred to are those of the Brussels Nomenclature.

The description of the various parts is given in brief outline only.

The English version has been prepared by kind permission of the Commission of The European Economic Community. It should, however, be understood that the text has not been cleared with the Commission nor with the Member Governments of the Community and that the Board of Trade are solely responsible for it.

The tariff translation is being published in parts as each section becomes available to save time and so that firms and industries can purchase separately the volumes of particular interest to them.

Copies of the translations can also be seen at the Regional Offices of the Board of Trade in Birmingham, Bristol, Cardiff, Glasgow, Inverness, Leeds, London, Manchester and Newcastle. Details of other parts already published are given in the *Board of Trade Journal* of December 22, 1961 (page 1259), January 12 (page 39), January 26 (page 146), and February 2 (page 204).

Search Launched For Old Lloyd's Registers

A WORLD-WIDE search for 29 missing registers containing the earliest detailed records of merchant shipping between the years 1760 to 1833 has been launched by Lloyd's Register of Shipping. There is already some evidence that registers may be found in Australia, Canada, the United States, Chile or the Argentine. Some are also believed to be in private libraries in this country, possibly unrecognized by owners as the title 'Lloyd's Register' had not been adopted at that time.

Standard Conditions for Government Contracts for Stores Purchases

THE CONTRACTS Co-ordinating Committee of the War Office announce that Standard Condition No. 32B relating to the Defence Contracts Act, 1958, has been revised. The revised Condition will be sent to firms on Government Departments' Trades Lists with tenders, contracts etc.

Public Bodies and other associations who are interested may obtain copies from:

The Secretary,
General Purposes Sub-Committee
of the Contracts Co-ordinating Committee,
War Office,
Southwark Street,
London, S.E.1.

Dealers in Securities

THE FOLLOWING amendments were made during January to the lists of Licensed Dealers in Securities and Exempted Dealers in Securities, under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958.

Licensed Dealers

Change of address; Allied Investors Development Company Limited,
Delete: 7 & 8 Great Winchester Street, London, E.C.2
Insert: 286/295 Salisbury House, London Wall, London, E.C.2

Change of name;
Delete: Gresham Limited
Insert: Gresham Trust Limited.

Exempted Dealers

Delete: The Hanover Bank, 7 Princes Street, London, E.C.2
Insert: Manufacturers Hanover Trust Company, 7 Princes Street, London, E.C.2.

Change of address; Balfour, Williamson & Co. Ltd.
Delete: Roman House, Cripplegate Buildings, London, E.C.2
Insert: Roman House, Wood Street, London, E.C.2.
Thomasson (J. F. Thomasson & Co.)
Delete: Walbrook House, London, E.C.4
Insert: St. Alphage House, Fore Street, London, E.C.2.

Rubber Stockpile Disposals

SALES from the Board of Trade stockpile in January totalled 1,000 tons, for delivery as follows:

January	290 tons
February	435 tons
March	275 tons

The average market price in January was 24.1 pence a pound, so that not more than 1,000 tons could be sold in February. This has been sold, for delivery as follows:

March	420 tons
April	560 tons
May	20 tons

22,510 tons of rubber are still held in the stockpile.

Export of Non-ferrous Scrap, Wastes and Residues

THE BOARD OF TRADE are prepared to consider applications to export some scrap hard drawn copper wire and scrap bronze copper and cadmium copper wire based on the amount the applicant held on January 31, 1962.

All applications for export licences should be sent to the Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1, to arrive on or before February 20, 1962. They must be accompanied by a statement, certified by the applicant's auditors, showing the total stocks of each of these materials held on January 31, 1962.

Inquiries concerning this notice should be addressed to the Engineering and Industries Division, Branch 3(B), Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 7724.)

Films Registration Statistics for Year ended December 31, 1961

Summary of Registrations (corresponding 1960 figures in brackets)

Table I

Playing Time	Number of Films			Registered Playing Time (Minutes)		
	British		Foreign	British		Foreign
	Quota	Non-Quota		Quota	Non-Quota	
Over 72 minutes .	77 (a) (79)	— (—)	270 (254)	7,222 (7,330)	— (—)	26,151 (24,390)
33½ to 72 minutes .	43 (44)	— (—)	46 (67)	2,637 (2,643)	— (—)	2,816 (4,209)
Under 33½ minutes .	234 (b) (285)	2 (—)	152 (175)	3,341 (3,927)	53 (—)	1,426 (2,022)
Newsreels .	207 (144) (c)	— (—)	— (—)	1,487 (1,002) c	— (—)	— (—)

(a) Includes one film from Canada, one from India and one from Kenya.

(b) Includes 16 films from Australia, two from the Federation of Rhodesia and Nyasaland and one from Singapore.

(c) These figures are not directly comparable as prior to April 24, 1960, Newsreels were not registrable.

Countries of origin of Foreign Films Registered

Table II

Origin	Playing Time			Total
	Over 72 minutes	33½ to 72 minutes	Under 33½ minutes	
Argentina	1	—	—	1
Austria	—	—	1	1
China	—	—	2	2
Czechoslovakia . . .	1	—	—	1
Denmark	1	—	1	2
Finland	—	1	—	1
France.	51	5	4	60
France/Britain . . .	—	1	1	2
France/Germany . . .	1	—	—	1
France/Italy . . .	7	1	—	8
Germany	10	—	1	11
Greece.	1	—	—	1
Holland	2	—	—	2
Hungary	1	—	7	8
India	—	1*	—	1
Italy	24	—	2	26
Japan	7	2	3	12
Leichtenstein . . .	3	—	—	3
Mexico	6	—	—	6
Norway	1	—	1	2
Pakistan	1*	—	—	1
Poland	1	1	—	2
Roumania	—	—	1	1
Spain	2	—	—	2
Sweden	9	—	—	9
Switzerland . . .	2	—	—	2
United States . . .	132	32	120	284
U.S.S.R.	6	2	1	9
Yugoslavia	—	—	7	7
	270	46	152	468

* These films, although made by Commonwealth companies, did not qualify for British registration under the Films Act and were therefore registered as foreign.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for companies seeking export business can often be obtained for suitable news items through the Central Office of Information, which collects material from industry for distribution overseas through the Government Information Services. C.O.I. is interested in Press and magazine material, films and tape recordings for radio stations. Contact should be made with to the appropriate Regional Office at the addresses given below:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543.)

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119.)

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221.)

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951.)

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8.)

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122.)

SOUTH WESTERN: Mr. S. J. Fletcher, 30 Tyndalls Park Road, Bristol, 8. (Bristol 37026/7.)

MIDLAND: Mr. R. Dean, King Edward Buildings, 205 Corporation Street, Birmingham, 4. (Central 7234/9 – Telex 33376.)

NORTH WESTERN: Mr. G. Mould, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199.)

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327.)

A Good December for Retail Trade

RETAIL SALES recovered sharply in December from the steady fall since August. The seasonally adjusted index of the value of sales rose almost a full four points to a new record level of 118 compared with 114 in November and the previous peak of 117 in July and August. Higher prices accounted for part of the increase but the seasonally adjusted index of the volume of sales went up from 109 to 112, or about 3½ points on unrounded figures. The interpretation of the large increase in December needs some care, as was explained at the time when the provisional estimate was published, and it is not certain that it represents a corresponding change in the underlying trend of sales. It may have resulted partly from some reaction to slower spending during the autumn following the spurt in trading in the summer and may also reflect the inevitable imperfections in the method of seasonal adjustment as irregular fluctuations always cause some difficulty in arriving at the appropriate allowance for seasonal factors. It would be unwise, therefore, to assume that the high December level will necessarily be maintained in the coming months

Retail Sales Seasonally Adjusted

Index numbers of value of sales per week.

(i) at current prices 1957 = 100

	All kinds of shops	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (a)
1960 1st Quarter	110	108	113	110	122	111
2nd Quarter	111	108	113	112	118	113
3rd Quarter	111	109	113	114	108	115
4th Quarter	112	111	112	116	99	114
1961 1st Quarter	113	111	116	117	114	117
2nd Quarter	115	112	117	115	119	118
3rd Quarter	117	114	119	117	117	121
4th Quarter	116	116	116	118	102	121
1960 November	109	110	109	112	97	112
December	114	113	114	118	100	116
1961 January	112	110	114	114	111	116
February	112	110	116	117	111	116
March	115	112	119	119	118	119
April	115	112	118	114	120	119
May	115	113	117	114	117	119
June	114	111	117	115	121	116
July	117	113	121	115	130	121
August	117	114	119	120	115	120
September	116	115	117	117	107	121
October	115	114	117	119	102	120
November	114	115	114	117	100	119
December	118	118	118	119	103	123

(ii) at average 1957 prices

	All kinds of Shops	Food Shops	Non-food Shops
1960 1st Quarter	108	103	113
2nd Quarter	109	105	112
3rd Quarter	109	105	112
4th Quarter	108	106	110
1961 1st Quarter	110	105	114
2nd Quarter	111	107	114
3rd Quarter	111	107	115
4th Quarter	111	110	111
1960 November	106	105	107
December	110	108	112
1961 January	109	105	112
February	109	105	113
March	111	106	116
April	112	108	115
May	111	107	114
June	110	105	113
July	112	107	118
August	111	107	114
September	110	108	112
October	111	109	111
November	109	109	109
December	112	111	113

(a) Including general department stores.

The value of sales by both food and non-food shops increased by about the same amount in December but the volume of sales by non-food shops showed a larger increase than food shops. Within the non-food shops group each of the main types of shop – clothing and footwear, durable goods, and other non-food shops – showed an increase in the value of sales, seasonally adjusted, compared with November. The increase in the sales by durable goods shops – from 100 to 103 – although small and probably not significant in view of the large month to month fluctuations in trading, was the first increase since the sharp decline from the peak level of 130 in July.

The increase in trade on a year earlier was 4 per cent. in December compared with 5 per cent. in November (which was high partly because of the low level of sales in November 1960) and 3 per cent. in September and October.

Seasonally adjusted figures of incomes and total personal spending prepared by the Central Statistical Office are now available for the third quarter of 1961 and provide some background to the trend of retail sales. They show that in contrast with the second quarter, when disposable incomes rose sharply by 4 points over the first quarter, and total consumers' expenditure only rose by 1 point, disposable incomes fell slightly in the third quarter but consumers' expenditure again rose a little. Figures of disposable incomes and total consumers' expenditure are not available yet for the fourth quarter of 1961 but total sales through shops, which account for about half of consumers' expenditure, were slightly lower.

Retail trade in 1961

While 1961 was a fairly good year for retail trade, with the value of sales showing a slightly larger increase over a year earlier than in 1960, the course of trade during the year was rather erratic and, because of larger price increases the increase in the volume of sales was only about 2 per cent. compared with 3 per cent. in 1960 and 4 per cent. in 1959. The year opened quietly with total turnover in January and February at about the level of the final quarter of 1960 but it then moved up sharply in March when the seasonally adjusted index jumped three points to a new high level of 115 which was more or less maintained up to June. Due partly to buying in anticipation of the restrictive measures announced by the Chancellor at the end of July, the index moved up another 3 points in July to 117 and held that level in August. It then fell steadily back to the June level of 114 in November and rose sharply again in December.

Retail Trade in recent years by different forms of organization

	Total Sales 1957	Percentage change on a year earlier				Percentage share of trade	
		1958	1959	1960	1961	1957	1961
	£ million						
All retailers							
Total	7,637	+2·9	+ 4·3	+3·5	+3·8	100·0	100·0
Independent retailers	4,493	+1·6	+ 2·5	+2·8	+3·2	58·8	56·4
Multiple retailers	1,874	+6·2	+ 9·0	+5·4	+6·0	24·5	27·6
Co-operative Societies	890	+2·1	+ 2·1	+1·3	+1·0	11·7	10·8
Department Stores	381	+3·0	+ 5·5	+6·6	+5·3	5·0	5·3
Food shops							
Total	3,619	+2·9	+ 2·9	+3·0	+3·8	100·0	100·0
Independent retailers	2,149	+2·0	+ 1·9	+2·0	+2·9	59·4	57·2
Multiple retailers	751	+6·6	+ 7·2	+7·5	+8·4	20·8	24·4
Co-operative Societies	719	+1·8	+ 1·3	+0·7	+0·7	19·9	18·4
Non-food shops							
Total	4,018	+2·9	+ 5·5	+4·0	+3·9	100·0	100·0
Independent retailers	2,344	+1·3	+ 3·1	+3·6	+3·4	58·3	55·7
Multiple retailers	1,123	+5·9	+10·2	+3·9	+4·5	27·9	30·3
Co-operative Societies	171	+3·6	+ 5·2	+3·6	+2·0	4·3	4·2
Department Stores	381	+3·0	+ 5·5	+6·6	+5·3	9·5	9·9

Sales by food shops moved less erratically than total sales and rose fairly steadily during the year to show an increase in value for the year as a whole of over 3½ per cent. on a year earlier compared with 3 per cent. in 1960. The volume increase, however, was only about 2½ per cent. compared with 3½ per cent. In terms of the value of sales the different kinds of business within the food groups had varying experience, partly due to the differing incidence of price changes. Grocers showed a 4 per cent. increase,

Retail Trade (*Continued*)

about the same as usual, but sales by butchers were up by only 1 per cent., compared with an increase of 5 per cent. in 1960 and greengrocers showed an increase of 7 per cent. against a slight fall in 1960. Dairymen, bakers and off-licences each showed larger increases than in 1960.

Clothing and footwear shops had a less buoyant year than in 1960 with an increase in the value of sales of 3 per cent. compared with 8 per cent. Seasonally adjusted, sales moved up sharply in February and March, after a quiet January and then fell back just as sharply in April to a level that was maintained until August when there was another large increase. Since then trade has been unsteady. Footwear, men's wear, and women's wear shops each showed about the same increase in 1961.

Sales by durable goods shops showed very large movements during the course of 1961. Sales had reached a low point, after the re-introduction of hire purchase restrictions in April 1960, in November 1960 when the seasonally adjusted index was 97 and they had only recovered slightly in December. During the first half of 1961 sales moved up very rapidly and almost continuously to a new record level in July when the index reached 130. Since then sales have fallen rather more rapidly even than they rose in the early part of the year and by December were again at about the same low level that they were a year earlier. For the year as a whole sales were at the same level as in 1960, when they had fallen by 5 per cent. after rising by 12 per cent. in 1959. Furniture shops, which had been rather less affected by the decline in sales in 1960, showed an increase of 2 per cent. in 1961 compared with a fall of 3 per cent. in 1960, but sales by other durable goods shops were 1 per cent. down compared with a fall of 8 per cent. in 1960.

The pattern of sales during 1961 by other non-food shops was similar to that in total sales. Sales by miscellaneous non-food shops as a whole were 5 per cent. higher than in 1960, the same increase as in the previous year. Chemists shops did particularly well with an increase of 7 per cent. over 1960 compared with one of 5 per cent. in 1960, but general department stores, which had been showing larger increases on a year earlier each year from 1958 to 1960, had an increase of only 5 per cent. in 1961, compared with 7 per cent. in 1960.

During 1961 multiple retailers (organization with 10 or more branches) continued to show a larger increase in sales than other forms of organizations and increased their share of total trade at the expense of independent retailers and co-operative societies. Total sales by multiples was 6 per cent. higher than in 1960 compared with an increase of 3.2 per cent. by independents, 1.0 per cent. by co-operative societies, and 5.3 per cent. by general department stores. Although, as mentioned below, one has to be careful when interpreting estimates made from the monthly retail trade inquiry, the figures show that between 1957 and 1961 multiple traders increased their proportion of total trade by a full 3 per cent. from 24.5 per cent. to 27.6 per cent. while independent traders' proportion fell from 58.8 per cent. to 56.4 per cent. and co-operative societies share fell from 11.7 per cent. to 10.8 per cent. General department stores slightly increased their proportion. The growth in the share of trade held by multiples is more marked in the case of food shops than in non-food shops. This is no doubt partly due to the rapid expansion of self-service shops by grocery multiples, and the rapid growth of bakery multiples. Partly it is due to the fact that radio and electrical goods multiples have been affected more than have independent traders by the re-imposition of hire purchase restrictions in April 1960 and have not, in the past two years, done as well as independent retailers in the same kind of business. While, in 1958 and 1959, multiple non-food traders were showing increases on a year earlier some three or four times as large as those of independent traders, in 1960 and 1961 their increases were only slightly higher. The decline in the share of trade held by co-operative societies has been almost entirely on the food side of their business and non-food departments have virtually maintained their share of total non-food trade.

Background to Retail Sales

	Incomes				Expenditure			
	Total personal income before tax		Total personal disposable income*		Total consumers' expenditure		Total sales by shops†	
	Index numbers (seasonally adjusted) (1957 = 100)‡ and percentage changes (actual) a year earlier							
		%		%		%		%
1957	100	+5	100	+5	100	+5	100	+5
1958	105	+5	104	+4	105	+5	103	+3
1959	111	+5	110	+5	110	+5	107	+4
1960	119	+8	118	+8	115	+5	111	+4
1961	..	..	..	..	..	..	115	+4
1959 1st Quarter	107	+4	106	+3	108	+4	106	+4
2nd Quarter	110	+6	110	+6	110	+5	107	+5
3rd Quarter	111	+6	110	+6	110	+5	107	+5
4th Quarter	114	+6	113	+6	113	+5	109	+4
1960 1st Quarter	115	+7	113	+7	114	+6	110	+4
2nd Quarter	119	+8	118	+8	115	+5	111	+4
3rd Quarter	121	+8	120	+8	115	+5	111	+4
4th Quarter	122	+8	121	+7	116	+3	112	+3
1961 1st Quarter	125	+9	123	+9	118	+4	113	+4
2nd Quarter	128	+8	127	+7	119	+3	115	+2
3rd Quarter	129	+7	126	+6	120	+5	117	+5
4th Quarter	..	..	..	..	..	..	116	+4

* i.e., after deduction of income taxes, national insurance and health contributions, etc.

† About half total consumers' expenditure; spending outside the scope of the retail sales statistics includes, for example, private motoring, housing, fuel and light, travel and most alcoholic drinks.

‡ The income and total expenditure index numbers are derived from the seasonally adjusted value figures.

Source: Central Statistical Office and Board of Trade.

The estimates above, and in the table, are given because they are thought to give a broadly correct indication of trend in recent years in the proportions of trade held by the different forms of organization. Apart from the fact that they are, like other monthly retail trade statistics, based on the experience of a sample of traders, it is not possible in the monthly inquiry accurately to take account of changes in the population of independent traders. The estimates for multiple traders do, to a large extent, do this, and reflect acquisitions or losses of shops by multiple traders. It is possible, therefore, that the results of the inquiry to some extent overstate the experience of the independent section of retail trade. More reliable estimates of the changes in trade, between 1957 and 1961, and consequently in the proportions of total trade held by each form of organization, can be made when the results of the Census of Distribution for 1961 are available at the end of this year.

(*Continued on next page*)

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Retail Trade *(Continued)*

Index Numbers of Sales per Week, and Percentage Changes Compared with a Year Earlier *(a)*

Summary Table

(i) Value (at current prices)

1957 = 100

KIND OF BUSINESS (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
ALL KINDS OF BUSINESS . . (£7,637 million)	1957	100	92	97	97	114	93	89	92	96	98	98	99	96	97	101	108	128
	1958	103	95	99	99	119	95	91	97	97	101	100	102	96	99	106	113	134
	1959	107	98	105	103	123	100	94	99	103	107	104	108	100	103	110	115	140
	1960	111	102	109	107	126	104	98	103	109	109	108	112	103	107	113	117	145
	1961	115	106	111	112	132	105	101	110	110	114	110	117	109	111	117	122	151
	1961	+4	+4	+2	+5	+4	+1	+3	+7	+1	+4	+2	+5	+6	+3	+3	+5	+4
FOOD SHOPS . . . . (£3,619 million)	1957	100	96	99	99	106	96	96	96	98	100	100	100	98	98	99	102	115
	1958	103	100	102	100	110	99	99	102	101	103	102	102	99	100	103	105	119
	1959	106	103	104	103	113	104	102	103	104	105	104	105	102	103	106	107	123
	1960	109	105	108	106	117	106	105	106	108	108	108	109	104	106	109	110	128
	1961	113	109	111	111	122	107	108	111	111	113	110	113	110	111	113	115	135
	1961	+4	+3	+3	+4	+5	+1	+3	+5	+2	+5	+2	+3	+6	+5	+4	+5	+5
NON-FOOD SHOPS . . . (£4,018 million)	1957	100	87	95	96	121	90	83	89	94	96	96	98	93	97	103	114	141
	1958	103	90	97	98	127	91	84	93	94	99	98	102	93	98	109	119	148
	1959	108	93	105	104	132	97	87	95	102	108	104	110	97	103	113	122	155
	1960	113	98	109	108	135	102	93	100	109	111	108	114	102	109	117	122	160
	1961	117	103	112	114	140	104	95	109	109	115	111	121	108	112	121	128	166
	1961	+4	+5	+2	+5	+4	+2	+2	+9	Nil	+4	+3	+6	+6	+3	+3	+5	+4
CLOTHING AND FOOTWEAR SHOPS (£1,188 million)	1957	100	82	101	95	121	89	73	84	96	99	107	101	88	97	100	111	146
	1958	100	83	100	95	123	88	74	86	95	103	102	104	88	94	104	110	150
	1959	104	84	105	98	130	89	74	88	95	113	106	108	88	96	106	118	160
	1960	113	89	115	108	140	97	80	90	109	119	116	115	97	111	120	122	172
	1961	117	98	115	110	143	100	85	106	105	123	117	118	104	110	122	128	173
	1961	+3	+10	Nil	+2	+2	+3	+7	+17	—3	+3	Nil	+2	+7	—1	+1	+5	+1
DURABLE GOODS SHOPS . (£739 million)	1957	100	93	89	97	122	99	92	89	88	94	85	93	96	101	114	122	128
	1958	105	93	90	96	141	101	89	89	88	94	88	94	90	102	127	148	148
	1959	118	104	111	116	140	117	102	96	111	113	109	117	109	119	135	138	147
	1960	112	114	106	103	124	122	110	110	114	106	98	107	98	104	118	120	130
	1961	112	105	106	111	125	112	100	104	108	108	104	123	103	106	119	123	133
	1961	Nil	—7	+1	+7	+2	—8	—9	—5	—6	+1	+5	+16	+5	+2	+1	+2	+2
GENERAL DEPARTMENT STORES (£381 million)	1957	100	87	94	95	125	98	74	88	93	96	93	101	84	98	104	121	144
	1958	103	86	96	96	134	95	73	91	94	97	96	105	85	97	115	127	155
	1959	109	90	102	100	142	105	73	92	100	105	101	114	85	102	118	133	168
	1960	116	97	106	110	150	114	81	97	110	110	101	127	94	109	127	137	178
	1961	122	106	110	116	156	125	87	107	110	114	106	137	100	111	130	143	188
	1961	+5	+10	+3	+5	+4	+10	+8	+11	Nil	+4	+5	+8	+7	+1	+2	+4	+5
MISCELLANEOUS NON-FOOD SHOPS . . . . (£1,710 million)	1957	100	89	95	97	119	86	87	92	95	94	95	99	98	95	100	112	142
	1958	104	94	98	101	122	89	91	100	96	99	99	104	100	99	105	112	145
	1959	107	95	103	103	128	91	93	101	103	103	102	107	102	102	108	116	153
	1960	113	99	108	111	133	95	96	104	107	108	108	114	108	110	113	120	160
	1961	119	105	112	116	141	98	101	115	111	113	111	119	115	116	120	128	169
	1961	+5	+7	+4	+5	+6	+3	+5	+11	+4	+5	+3	+4	+6	+5	+5	+6	+6

(ii) Volume (at average 1957 prices)

ALL KINDS OF BUSINESS . . (£7,637 million)	1957	100	93	98	97	113	93	90	94	98	98	98	98	95	97	101	108	127
	1958	101	94	97	97	116	94	91	96	95	99	97	100	94	97	104	110	131
	1959	105	95	103	102	121	97	92	97	101	105	103	106	98	102	108	113	137
	1960	108	100	106	105	123	102	96	101	107	107	105	109	100	105	110	113	140
	1961	111	103	107	107	125	102	98	107	106	110	106	112	104	106	112	116	143
	1961	+2	+3	+1	+2	+2	Nil	+2	+6	—1	+2	Nil	+3	+3	+1	+2	+3	+2
FOOD SHOPS . . . . (£3,619 million)	1957	100	98	100	97	105	96	98	99	101	100	98	97	96	97	99	101	114
	1958	100	99	99	97	104	98	99	101	98	100	98	99	96	97	98	100	113
	1959	101	98	100	99	107	98	97	99	100	101	100	101	97	100	101	102	117
	1960	105	101	104	102	111	101	101	102	105	104	103	104	101	102	104	105	122
	1961	107	104	105	105	115	102	103	107	106	107	104	106	104	105	108	109	126
	1961	+3	+3	+1	+3	+4	+1	+3	+4	+1	+3	Nil	+2	+3	+3	+4	+4	+3
NON-FOOD SHOPS . . . (£4,018 million)	1957	100	88	96	96	120	91	83	89	94	96	97	99	93	97	102	113	139
	1958	102	89	96	97	127	90	83	92	93	98	97	101	92	97	109	119	147
	1959	109	93	105	104	133	96	87	95	102	109	105	110	98	104	114	123	156
	1960	112	99	109	107	133	102	93	100	109	110	107	113	100	108	116	121	157
	1961	113	101	109	109	134	102	93	107	106	112	108	118	103	107	116	123	158
	1961	+1	+3	Nil	+2	+1	—1	Nil	+7	—2	+2	+1	+4	+3	—1	Nil	+2	+1

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957=100

All Kinds of Business

	Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL, ALL KINDS OF BUSINESS	TOTAL, ALL RETAILERS (£7,637 million)	1957	100	92	97	97	114	93	89	92	96	98	98	99	96	97	101	108	128
		1958	103	95	99	99	119	95	91	97	97	101	100	102	96	99	106	113	134
		1959	107	98	105	103	123	100	94	99	103	107	104	108	100	103	110	115	140
		1960	111	102	109	107	126	104	98	103	109	109	108	112	103	107	113	117	145
		1961	115	106	111	112	132	105	101	110	110	114	110	117	109	111	117	122	151
		1961	+4	+4	+2	+5	+4	+1	+3	+7	+1	+4	+2	+5	+6	+3	+3	+5	+4
	Independent retailers (£4,493 million)	1957	100	93	98	98	112	96	91	93	97	98	98	100	97	97	101	106	124
		1958	102	95	99	98	114	97	92	97	98	101	99	102	96	97	104	108	127
		1959	104	97	102	101	117	100	94	97	102	104	101	105	98	100	106	109	131
		1960	107	99	105	104	119	102	96	99	106	106	105	109	101	103	109	110	135
		1961	111	103	107	108	124	104	99	106	107	110	105	113	105	107	112	115	139
		1961	+3	+4	+2	+4	+3	+1	+3	+7	+1	+3	Nil	+4	+4	+3	+3	+4	+3
	Multiple retailers (£1,874 million)	1957	100	87	96	98	119	85	85	90	93	95	100	99	96	98	100	110	142
		1958	106	92	100	102	131	90	89	96	96	102	102	104	98	102	110	121	155
		1959	116	100	111	112	139	98	97	104	106	115	113	116	108	112	118	128	165
		1960	122	108	119	118	144	105	105	111	118	119	119	121	113	119	123	130	171
		1961	129	113	125	127	154	106	109	121	118	128	127	130	125	126	131	140	183
		1961	+6	+5	+5	+8	+7	+1	+4	+9	Nil	+7	+6	+7	+11	+6	+7	+7	+7
	Co-operative Societies (£890 million)	1957	100	96	99	97	108	94	95	99	97	101	99	97	93	99	101	108	114
		1958	102	100	100	97	111	98	99	102	100	102	99	97	93	100	105	110	117
		1959	104	102	103	99	113	102	101	102	104	104	101	99	94	103	106	112	120
		1960	106	103	104	100	115	103	102	104	104	106	102	101	96	104	107	112	124
		1961	107	104	105	102	115	102	102	108	104	107	104	105	97	104	106	112	125
		1961	+1	+1	+1	+2	Nil	Nil	Nil	+3	Nil	+2	+2	+3	+2	Nil	—1	+1	+1
	General department stores (£381 million)	1957	100	87	94	95	125	98	74	88	93	96	93	101	84	98	104	121	144
		1958	103	86	96	96	134	95	73	91	94	97	96	105	85	97	115	127	155
		1959	109	90	102	100	142	105	73	92	100	105	101	114	85	102	118	133	168
		1960	116	97	106	110	150	114	81	97	110	110	101	127	94	109	127	137	178
		1961	122	106	110	116	156	125	87	107	110	114	106	137	100	111	130	143	188
		1961	+5	+10	+3	+5	+4	+10	+8	+11	Nil	+4	+5	+8	+7	+1	+2	+4	+5

Food Shops

	Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL, FOOD SHOPS	TOTAL, ALL RETAILERS (£3,619 million)	1957	100	96	99	99	106	96	96	96	98	100	100	100	98	98	99	102	115
		1958	103	100	102	100	110	99	99	102	101	103	102	102	99	100	103	105	119
		1959	106	103	104	103	113	104	102	103	104	105	104	105	102	103	106	107	123
		1960	109	105	108	106	117	106	105	106	108	108	108	109	104	106	109	110	128
		1961	113	109	111	111	122	107	108	111	111	113	110	113	110	111	113	115	135
		1961	+4	+3	+3	+4	+5	+1	+3	+5	+2	+5	+2	+3	+6	+5	+4	+5	+5
	Independent retailers (£2,149 million)	1957	100	96	100	99	105	97	96	95	99	100	100	101	99	97	99	100	115
		1958	102	99	102	100	108	98	98	100	101	103	102	102	99	98	101	102	118
		1959	104	101	103	102	109	102	100	101	103	104	102	104	102	101	103	103	120
		1960	106	102	105	104	112	103	101	102	106	105	105	108	102	103	104	105	125
		1961	109	105	107	108	116	104	103	107	108	109	105	110	107	107	107	109	129
		1961	+3	+3	+2	+4	+4	+1	+3	+5	+2	+4	Nil	+2	+5	+4	+3	+4	+4
	Multiple retailers (£751 million)	1957	100	94	98	98	110	93	95	95	97	97	99	100	98	100	100	104	122
		1958	107	101	104	103	118	99	101	104	103	105	104	106	101	103	108	111	132
		1959	114	108	111	112	127	108	107	109	110	112	112	113	109	112	116	119	141
		1960	123	115	120	120	136	114	115	116	120	119	121	123	118	119	125	128	152
		1961	133	123	128	131	151	120	123	126	125	130	130	132	132	130	136	141	170
		1961	+8	+7	+7	+9	+10	+5	+7	+8	+5	+9	+7	+7	+11	+9	+9	+10	+11
	Co-operative Societies (£719 million)	1957	100	99	100	97	104	97	99	101	98	101	100	98	95	99	101	104	107
		1958	102	102	101	97	106	101	102	104	101	102	100	97	95	100	103	106	109
		1959	103	104	102	98	108	104	105	104	103	102	101	98	95	102	104	107	111
		1960	104	105	102	99	109	104	105	105	103	103	102	100	96	102	105	107	114
		1961	105	105	104	100	109	103	105	107	104	105	104	101	97	102	104	107	114
		1961	+1	+1	+2	+1	Nil	—1	Nil	+2	+1	+2	+2	+2	+1	Nil	—1	Nil	Nil
	TOTAL, ALL RETAILERS (£2,048 million)	**1957**	**100**	**97**	**100**	**99**	**105**	**97**	**97**	**96**	**98**	**100**	**100**	**101**	**98**	**98**	**100**	**103**	**111**
		1958	**103**	**100**	**101**	**101**	**109**	**99**	**99**	**102**	**101**	**103**	**101**	**103**	**99**	**101**	**104**	**106**	**116**
		1959	**107**	**104**	**105**	**106**	**113**	**104**	**103**	**104**	**105**	**106**	**104**	**107**	**104**	**106**	**108**	**109**	**121**
		1960	**110**	**106**	**108**	**108**	**117**	**106**	**106**	**106**	**108**	**108**	**108**	**111**	**106**	**108**	**110**	**112**	**126**
		1961	**114**	**109**	**111**	**112**	**122**	**108**	**108**	**111**	**110**	**112**	**110**	**114**	**111**	**112**	**114**	**118**	**133**
		1961	**+4**	**+3**	**+3**	**+4**	**+5**	**+1**	**+3**	**+4**	**+2**	**+4**	**+1**	**+3**	**+5**	**+4**	**+4**	**+5**	**+5**

(*Continued on next page*)

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Food Shops (*Continued*)

KIND OF BUSINESS (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
GROCERS	Independent retailers (£1,107 million)	1957	100	97	99	99	104	98	97	95	99	100	100	101	99	98	99	101	111
		1958	101	98	100	100	106	98	97	99	99	101	99	102	99	99	101	102	114
		1959	104	100	102	103	109	102	99	100	101	103	101	106	103	102	104	104	117
		1960	105	101	103	104	111	103	100	101	103	103	103	107	102	103	104	104	121
		1961	107	103	104	107	115	102	102	104	105	106	102	108	106	107	107	108	126
		1961	+2	+2	+1	+3	+3	Nil	+2	+4	+2	+3	—1	+1	+4	+4	+3	+3	+3
	Multiple retailers (£472 million)	1957	100	95	99	99	106	94	95	95	98	99	101	101	99	97	100	104	114
		1958	108	103	106	105	118	99	102	106	105	107	105	108	103	105	111	113	127
		1959	117	111	115	115	127	111	110	112	113	116	115	117	113	116	120	123	137
		1960	126	119	124	125	137	118	120	120	124	122	125	128	123	123	128	132	148
		1961	137	128	132	137	153	125	128	130	129	134	133	138	138	135	141	148	167
		1961	+9	+7	+7	+10	+12	+6	+7	+8	+4	+10	+7	+7	+12	+10	+10	+12	+13
	Co-operative Societies (£469 million)	1957	100	98	100	97	104	96	98	100	98	102	101	98	94	99	100	105	106
		1958	102	102	101	99	108	100	102	104	101	103	101	98	96	102	104	108	110
		1959	105	105	104	101	109	104	106	104	104	104	103	100	97	104	106	109	113
		1960	105	105	104	101	111	104	106	106	103	104	103	101	97	104	106	109	116
		1961	105	106	104	100	110	103	105	108	104	105	104	102	96	103	104	109	116
		1961	Nil	Nil	+1	—1	—1	—1	Nil	+2	+1	Nil	+1	Nil	—1	—1	—2	Nil	Nil
BUTCHERS	TOTAL, ALL RETAILERS (£519 million)	1957	100	101	96	97	107	103	101	98	98	99	92	93	97	100	100	102	116
		1958	102	101	99	98	110	104	101	100	98	100	97	96	98	100	103	104	120
		1959	102	103	98	97	111	108	102	101	101	97	95	95	96	100	104	104	121
		1960	107	107	102	104	116	110	106	105	105	102	98	102	102	107	110	109	126
		1961	108	108	104	103	116	111	107	108	107	106	99	101	102	105	109	108	129
		1961	+1	+1	+2	—1	Nil	+1	+1	+2	+2	+4	Nil	—1	+1	—2	—1	—1	+2
GREENGROCERS, FRUITERERS	TOTAL, ALL RETAILERS (£272 million)	1957	100	88	113	101	97	84	87	93	104	108	123	117	99	90	93	91	105
		1958	104	99	120	101	96	95	97	105	115	120	124	115	99	91	90	91	104
		1959	104	101	118	102	97	94	99	107	111	119	122	114	101	92	89	93	105
		1960	103	99	121	97	95	95	97	104	116	120	125	113	94	87	85	92	106
		1961	111	104	121	111	107	94	102	113	114	122	126	123	109	102	98	105	116
		1961	+7	+5	Nil	+14	+12	Nil	+5	+8	—2	+2	Nil	+8	+17	+17	+16	+14	+9
	Independent retailers (£240 million)	1957	100	88	113	102	96	84	86	93	104	108	123	117	100	91	93	90	104
		1958	104	99	120	102	95	95	96	105	114	120	125	116	100	91	90	90	104
		1959	103	100	117	102	96	93	98	106	110	119	120	114	102	92	88	93	104
		1960	102	98	120	98	94	94	95	103	115	119	124	114	94	87	84	91	105
		1961	110	102	120	110	106	93	100	111	113	122	124	122	109	101	97	104	115
		1961	+7	+4	Nil	+13	+13	—1	+5	+8	—1	+2	Nil	+8	+16	+16	+16	+15	+9
	Multiple retailers (£15 million)	1957	100	89	116	96	98	81	86	96	104	109	131	117	88	86	92	91	110
		1958	103	101	118	95	98	95	98	108	117	117	120	110	88	88	94	90	109
		1959	114	109	132	107	109	100	107	118	121	128	143	127	101	97	100	101	121
		1960	117	117	140	102	109	108	115	125	133	136	148	122	96	91	96	101	126
		1961	129	129	143	123	123	119	126	139	129	138	159	143	119	111	116	116	134
		1961	+11	+10	+3	+21	+13	+10	+9	+11	—4	+1	+8	+17	+25	+23	+21	+15	+6
	Co-operative Societies (£16 million)	1957	100	92	110	95	103	86	90	98	102	109	118	109	89	89	95	97	114
		1958	104	106	118	93	101	100	106	111	117	119	118	102	88	88	96	95	110
		1959	105	108	118	93	101	102	108	114	116	119	118	103	88	88	94	94	111
		1960	103	103	119	90	99	97	103	108	117	121	120	104	84	84	90	93	111
		1961	108	106	117	103	107	97	106	114	111	120	121	112	100	97	100	101	116
		1961	+5	+3	—2	+14	+8	Nil	+3	+6	—5	—1	Nil	+8	+18	+15	+11	+9	+5
FISHMONGERS, POULTERERS	TOTAL, ALL RETAILERS (£73 million)	1957	100	94	101	100	104	94	95	94	101	100	101	103	100	98	99	99	112
		1958	105	102	105	103	109	100	101	106	103	106	106	107	102	101	103	103	119
		1959	107	108	108	103	111	104	107	111	108	109	107	107	102	101	105	105	120
		1960	112	107	114	110	117	105	106	109	116	111	114	115	109	107	110	110	128
		1961	115	115	113	114	117	111	113	119	110	116	114	117	115	110	110	111	127
		1961	+2	+7	Nil	+3	—1	+5	+6	+9	—6	+5	Nil	+1	+6	+3	Nil	Nil	—1
	TOTAL, ALL RETAILERS (£218 million)	1957	100	96	100	100	103	93	97	97	101	101	99	100	101	99	101	104	105
		1958	104	100	103	104	107	96	99	104	102	104	104	106	104	102	106	106	109
		1959	106	102	106	108	110	100	100	105	106	107	106	109	107	107	109	108	112
		1960	111	104	111	113	117	101	102	107	112	109	111	115	111	113	114	114	123
		1961	117	110	115	120	124	105	106	117	114	115	115	121	119	120	120	120	129
		1961	+5	+6	+4	+6	+5	+4	+5	+9	+2	+5	+4	+5	+7	+6	+5	+6	+5

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Food Shops (*Continued*)

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Bread and Flour Confectioners	Independent retailers (£131 million)	1957	100	97	100	101	102	95	98	98	102	101	98	101	102	99	100	102	104
		1958	103	100	102	103	105	96	99	104	102	103	102	105	104	101	105	104	105
		1959	105	101	105	106	107	101	98	105	106	105	104	107	107	105	108	105	108
		1960	109	103	110	112	114	101	100	106	113	107	110	115	110	111	112	111	118
		1961	115	109	114	117	119	105	105	116	115	113	113	120	116	116	117	117	122
		1961	+5	+7	+3	+5	+4	+4	+6	+9	+2	+5	+3	+5	+6	+5	+4	+5	+3
	Multiple retailers (£42 million)	1957	100	89	99	102	111	85	90	92	98	99	100	99	104	101	108	111	113
		1958	113	103	113	115	121	98	102	108	107	114	117	117	116	113	118	117	127
		1959	121	108	120	126	131	103	107	112	112	123	123	128	124	125	128	126	139
		1960	132	115	128	138	149	111	114	118	123	128	131	138	137	138	142	143	160
		1961	146	125	138	154	168	118	122	134	129	139	143	150	155	157	159	159	182
		1961	+10	+9	+8	+12	+12	+6	+7	+13	+5	+9	+9	+8	+13	+14	+12	+11	+13
	Co-operative Societies (£45 million)	1957	100	99	102	98	100	94	101	102	103	103	100	100	96	99	99	101	101
		1958	98	99	97	95	99	96	99	102	96	98	98	97	92	97	98	100	101
		1959	97	98	98	94	98	97	98	100	98	98	98	95	91	96	97	98	100
		1960	96	96	96	93	99	93	96	98	97	97	95	95	89	95	96	97	102
		1961	96	97	96	94	98	93	95	102	95	97	96	96	91	95	95	96	101
		1961	Nil	+1	Nil	+1	—1	Nil	—1	+4	—2	Nil	+1	+1	+2	+1	—1	—1	—2
Off-Licences	Total, all Retailers (£112 million)	1957	100	79	79	84	159	82	78	77	80	78	80	81	82	87	91	106	257
		1958	104	86	83	85	161	87	83	87	83	84	82	86	83	85	91	108	260
		1959	107	87	84	89	166	89	86	86	82	87	85	90	87	90	95	111	267
		1960	112	89	92	93	175	94	87	87	94	91	90	94	91	93	101	113	283
		1961	121	95	99	102	188	96	94	94	97	101	98	105	99	101	107	124	304
		1961	+8	+6	+8	+10	+7	+2	+7	+9	+4	+10	+9	+12	+9	+9	+6	+9	+7
	Independent retailers (£69 million)	1957	100	79	79	84	160	83	78	77	79	78	78	81	82	87	90	107	258
		1958	103	85	82	83	161	86	82	85	83	83	81	84	80	85	90	108	259
		1959	103	84	82	85	162	86	83	84	79	84	82	85	82	87	91	109	260
		1960	106	85	87	86	167	90	84	82	89	87	85	86	84	88	95	110	269
		1961	111	88	91	92	174	92	86	86	90	94	90	93	90	94	99	118	280
		1961	+5	+3	+5	+7	+5	+2	+3	+5	+1	+9	+6	+8	+6	+7	+5	+7	+4
	Multiple retailers (£43 million)	1957	100	79	80	84	159	81	78	77	80	77	82	82	83	87	91	103	257
		1958	105	88	84	88	161	89	85	89	83	85	84	88	89	86	92	107	260
		1959	112	92	89	96	173	94	91	91	85	91	90	98	96	94	100	113	279
		1960	122	96	99	103	188	100	93	95	102	99	97	108	101	101	112	118	306
		1961	136	105	111	117	209	102	106	108	110	112	110	126	114	113	120	134	342
		1961	+11	+10	+11	+14	+11	+2	+14	+14	+7	+12	+13	+17	+13	+11	+7	+13	+12
Dairymen	Total, all Retailers (£324 million)	1957	100	99	97	101	103	97	99	100	96	98	98	102	100	102	103	102	103
		1958	102	102	101	99	105	102	102	103	102	100	100	100	98	100	105	106	105
		1959	105	105	104	103	109	106	105	105	107	102	103	103	103	103	109	109	108
		1960	109	109	109	107	113	109	108	108	108	108	109	109	105	106	112	113	114
		1961	116	113	118	116	119	113	114	113	118	118	117	117	114	115	118	118	119
		1961	+7	+5	+9	+8	+5	+4	+5	+5	+9	+9	+8	+8	+8	+9	+6	+5	+4
	Co-operative Societies (£113 million)	1957	100	101	98	99	103	98	100	103	98	99	97	99	96	101	103	102	103
		1958	101	105	100	96	104	106	105	105	103	99	99	96	92	98	103	104	104
		1959	102	106	101	97	105	107	105	106	104	98	100	95	94	100	106	105	105
		1960	103	107	101	98	107	107	107	107	101	101	101	98	95	100	107	106	108
		1961	108	109	109	106	109	107	109	111	107	111	109	106	102	108	111	110	108
		1961	+5	+2	+8	+8	+2	Nil	+2	+3	+6	+9	+8	+8	+8	+8	+4	+3	Nil
Other Food Shops	Total, all Retailers (£53 million)	1957	100	100	98	97	106	101	98	99	100	102	93	95	97	98	102	104	111
		1958	104	100	101	102	115	100	98	101	99	104	99	100	99	105	110	112	121
		1959	109	108	106	106	116	110	106	107	109	108	102	105	101	110	113	110	123
		1960	111	108	109	109	117	109	107	106	113	113	103	107	107	113	113	109	126
		1961	110	108	109	107	119	108	106	109	109	114	104	105	106	110	114	112	127
		1961	Nil	Nil	—1	—2	+2	—1	—2	+3	—4	+2	Nil	—2	—1	—3	+1	+3	+1

(*Continued on next page*)

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Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Clothing and Footwear Shops																			
Total, Clothing and Footwear Shops	Total, all Retailers (£1,188 million)	1957	100	82	101	95	121	89	73	84	96	99	107	101	88	97	100	111	146
		1958	100	83	100	95	123	88	74	86	95	103	102	104	88	94	104	110	150
		1959	104	84	105	98	130	89	74	88	95	113	106	108	88	96	106	118	160
		1960	113	89	115	108	140	97	80	90	109	119	116	115	97	111	120	122	172
		1961	117	98	115	110	143	100	85	106	105	123	117	118	104	110	122	128	173
		1961	+3	+10	Nil	+2	+2	+3	+7	+17	—3	+3	Nil	+2	+7	—1	+1	+5	+1
	Independent retailers (£634 million)	1957	100	85	102	96	117	95	75	84	98	101	106	102	87	97	101	109	137
		1958	99	83	99	94	118	90	74	86	96	100	101	104	85	93	104	108	138
		1959	101	84	102	95	122	92	74	86	95	109	103	106	84	94	105	112	143
		1960	107	87	110	102	129	97	78	87	104	115	112	110	91	105	117	114	152
		1961	110	95	109	104	133	101	83	100	101	116	110	112	95	104	117	121	155
		1961	+3	+9	—1	+1	+2	+3	+6	+15	—3	+1	—2	+2	+5	—1	Nil	+6	+2
	Multiple retailers (£461 million)	1957	100	79	101	96	125	81	71	83	93	96	111	100	91	96	98	111	158
		1958	102	81	102	97	129	86	73	84	94	106	104	106	92	94	103	110	166
		1959	110	85	110	103	143	86	75	91	97	120	112	114	96	100	110	125	183
		1960	122	92	123	117	156	98	84	95	117	125	126	125	108	119	127	132	199
		1961	127	103	126	122	159	101	90	115	113	133	130	128	119	120	131	137	198
		1961	+4	+11	+2	+4	+2	+3	+8	+21	—4	+6	+3	+2	+10	Nil	+3	+4	Nil
	Co-operative Societies (£94 million)	1957	100	82	99	91	127	81	73	90	95	104	99	93	81	98	100	126	150
		1958	100	85	98	90	126	83	76	94	95	106	95	95	81	95	101	120	152
		1959	100	82	98	88	130	81	71	90	94	109	93	94	77	93	99	126	159
		1960	106	84	104	97	138	85	75	91	102	113	100	100	83	105	108	126	173
		1961	109	91	103	99	142	88	78	103	96	114	100	104	89	103	108	130	178
		1961	+2	+7	—1	+2	+2	+4	+3	+13	—6	+1	Nil	+4	+6	—1	Nil	+3	+3
Footwear Shops	Total, all Retailers (£187 million)	1957	100	80	106	100	114	85	70	84	99	100	116	104	93	102	99	102	135
		1958	102	80	103	104	120	85	71	82	96	109	105	112	95	104	106	104	144
		1959	107	83	114	106	127	89	65	92	100	132	111	118	94	105	110	116	150
		1960	118	88	127	119	139	96	75	91	119	131	130	124	107	124	126	122	164
		1961	122	98	125	121	143	97	81	113	112	137	125	128	113	123	130	123	171
		1961	+3	+12	—2	+2	+3	Nil	+9	+24	—6	+4	—4	+3	+6	Nil	+3	+1	+4
	Independent retailers (£62 million)	1957	100	85	107	100	108	92	77	85	100	104	115	103	93	104	101	100	120
		1958	101	84	106	103	112	91	77	83	101	110	107	110	93	106	106	101	127
		1959	106	86	115	104	119	97	69	92	105	130	112	114	92	106	111	113	130
		1960	118	92	129	116	133	106	80	91	121	135	129	119	105	124	129	120	146
		1961	121	103	127	119	136	105	88	113	119	139	123	123	109	123	132	121	150
		1961	+3	+12	—1	+2	+2	Nil	+9	+25	—2	+2	—4	+3	+4	—1	+3	Nil	+3
	Multiple retailers (£107 million)	1957	100	77	106	101	117	82	65	82	99	97	118	106	95	101	98	102	144
		1958	102	77	102	105	125	81	67	81	93	108	105	116	97	103	106	105	156
		1959	109	81	115	109	133	85	62	92	97	134	113	125	99	105	111	117	163
		1960	120	86	129	122	144	93	72	91	119	131	135	131	111	125	127	122	176
		1961	125	97	126	126	150	94	79	114	109	138	129	136	119	125	131	125	186
		1961	+4	+13	—3	+3	+4	+2	+9	+25	—8	+6	—4	+3	+7	Nil	+3	+2	+6
	Co-operative Societies (£18 million)	1957	100	83	105	96	116	81	74	92	100	107	107	96	84	105	101	114	130
		1958	100	83	102	96	118	83	75	91	97	110	99	98	84	105	104	112	134
		1959	99	79	104	90	120	80	64	92	99	119	96	94	77	98	100	120	137
		1960	107	83	113	103	131	85	72	92	109	122	108	102	86	116	114	122	151
		1961	107	89	109	101	130	81	73	108	101	124	104	102	88	111	113	118	154
		1961	Nil	+7	—3	—1	Nil	—4	+2	+18	—7	+1	—3	Nil	+2	—4	—1	—3	+2
Men's Wear Shops	Total, all Retailers (£255 million)	1957	100	88	104	94	114	99	80	85	97	103	110	106	89	89	90	106	139
		1958	98	87	99	93	113	100	77	86	93	103	100	107	88	85	90	102	141
		1959	103	88	105	98	121	99	79	86	96	113	108	114	91	91	96	110	150
		1960	112	95	116	107	132	110	86	91	109	119	118	118	98	104	108	114	165
		1961	116	103	115	109	136	113	91	104	107	121	117	120	105	104	109	121	170
		1961	+3	+8	—1	+2	+3	+4	+5	+14	—2	+2	—1	+1	+7	Nil	+1	+6	+3
	Independent retailers (£129 million)	1957	100	83	102	98	117	98	75	77	93	97	112	111	93	91	89	101	153
		1958	96	82	94	95	115	95	73	79	88	96	98	109	90	87	88	98	150
		1959	99	82	100	97	119	96	73	78	87	106	104	115	91	88	91	101	155
		1960	107	86	109	104	129	103	79	79	98	110	117	117	96	98	100	104	171
		1961	110	93	107	107	132	106	84	90	96	112	111	119	104	99	100	109	175
		1961	+2	+8	—2	+3	+2	+3	+6	+14	—3	+1	—5	+1	+8	+1	Nil	+5	+2
	Multiple retailers (£106 million)	1957	100	96	107	91	106	105	88	96	102	109	109	99	87	88	91	108	117
		1958	100	95	104	92	108	109	83	94	100	111	103	105	87	85	93	103	125
		1959	109	98	114	102	123	106	88	98	107	122	113	115	95	97	104	120	140
		1960	121	109	126	113	134	123	98	108	124	133	123	122	104	112	121	126	152
		1961	125	118	128	115	141	127	103	123	122	135	128	123	111	112	124	135	159
		1961	+4	+8	+2	+2	+5	+4	+5	+14	—1	+2	+4	+1	+6	Nil	+3	+8	+4

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Clothing and Footwear Shops – (*Continued*)

KIND OF BUSINESS (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Co-operative Societies (£20 million)	1957	100	76	105	89	131	80	66	80	99	105	108	105	76	86	90	124	170
		1958	98	79	99	87	128	79	67	88	93	107	99	106	75	81	89	115	169
		1959	97	74	97	85	131	78	63	79	88	107	96	104	73	79	86	121	175
		1960	103	75	103	93	141	80	66	79	101	107	102	108	80	93	95	120	195
		1961	105	83	100	95	142	87	69	92	91	108	101	112	85	90	91	123	198
		1961	+2	+11	—3	+2	+1	+9	+5	+16	—9	+1	—1	+4	+7	—3	—3	+2	+1
WOMEN'S, GIRLS' AND INFANTS' WEAR SPECIALIST SHOPS, AND DRAPERS AND GENERAL OUTFITTING SHOPS	TOTAL, ALL RETAILERS (£746 million)	1957	100	81	99	95	125	86	72	84	95	98	104	98	87	98	103	115	152
		1958	101	82	100	94	127	85	73	86	95	101	102	101	86	94	108	114	154
		1959	104	83	102	95	134	86	74	88	94	109	104	104	86	96	109	121	165
		1960	112	87	111	105	144	92	79	90	107	115	112	112	94	110	122	125	176
		1961	116	96	113	108	146	96	84	105	103	118	115	114	101	109	124	131	175
		1961	+3	+10	+1	+2	+2	+4	+7	+17	—3	+3	+2	+2	+8	—1	+1	+5	Nil
	Multiple retailers (£247 million)	1957	100	72	96	95	136	70	67	78	87	90	108	98	91	98	101	116	181
		1958	103	77	100	96	140	78	70	81	92	102	105	102	92	94	106	116	187
		1959	111	81	106	101	155	78	74	88	92	113	111	110	95	99	112	131	210
		1960	124	88	120	117	171	89	82	91	114	120	124	123	108	120	129	140	229
		1961	129	99	125	123	170	92	89	112	111	130	131	126	123	121	133	143	221
		1961	+4	+12	+4	+5	Nil	+3	+8	+22	—3	+8	+6	+3	+13	Nil	+3	+3	—3
	Co-operative Societies (£56 million)	1957	100	84	96	91	130	82	75	92	92	102	93	88	82	101	104	130	150
		1958	101	88	97	90	129	84	79	98	95	104	92	91	82	96	104	124	152
		1959	101	85	97	89	133	83	77	93	94	107	91	90	78	97	103	130	160
		1960	107	88	102	96	140	87	80	96	100	111	96	97	84	106	111	129	172
		1961	110	94	102	100	145	91	82	106	96	113	99	102	90	106	113	136	178
		1961	+3	+7	Nil	+4	+4	+5	+3	+10	—4	+2	+2	+5	+7	Nil	+2	+5	+4
	Independent retailers TOTAL (£443 million)	1957	100	86	101	94	119	95	75	86	99	102	103	99	85	98	105	112	135
		1958	99	84	100	93	120	88	74	88	97	100	101	101	83	93	109	111	136
		1959	100	84	101	93	123	90	74	88	95	107	101	102	81	95	108	115	141
		1960	106	87	108	100	129	94	77	88	103	113	107	107	87	104	120	116	147
		1961	109	94	107	101	132	99	82	101	100	114	107	109	91	102	120	124	149
		1961	+3	+9	—1	+1	+3	+4	+6	+14	—3	+1	Nil	+2	+4	—2	Nil	+6	+2
	Independent retailers: Women's, girls' and infants' wear specialist shops (..)	1957	100	82	109	94	115	89	67	88	108	110	109	99	81	100	112	112	121
		1958	97	76	104	89	119	73	64	88	103	100	108	98	77	91	121	112	122
		1959	98	76	105	89	120	74	68	86	101	106	107	96	77	93	116	116	126
		1960	103	76	113	96	127	78	65	84	108	122	110	100	81	104	137	116	127
		1961	104	85	111	94	128	81	71	98	103	118	112	97	82	101	132	127	126
		1961	+2	+11	—1	—2	+1	+4	+9	+16	—4	—3	+2	—4	+2	—4	—3	+10	—1
	Drapers and general outfitting shops TOTAL (..)	1957	100	87	98	95	120	98	78	86	95	99	101	99	87	97	102	112	141
		1958	100	87	98	94	121	94	78	88	95	100	98	103	85	94	104	111	142
		1959	101	87	100	94	124	97	77	88	93	107	99	105	83	95	104	114	147
		1960	107	91	106	102	130	101	82	90	102	110	107	110	90	104	114	117	154
		1961	110	98	106	103	134	105	86	102	99	112	106	114	94	103	115	123	158
		1961	+3	+8	Nil	+2	+3	+4	+5	+13	—2	+2	—1	+3	+5	—1	+1	+5	+3
	of which (c) Large (..)	1957	100	87	100	94	119	103	70	88	100	104	96	99	82	99	104	115	135
		1958	101	86	100	94	124	96	71	90	101	102	97	104	81	97	113	116	140
		1959	104	90	104	95	129	101	72	95	102	111	100	106	78	100	113	121	148
		1960	111	94	111	105	134	107	79	97	108	118	108	116	88	111	124	125	150
		1961	115	103	112	107	137	114	85	109	108	120	110	122	92	108	125	128	153
		1961	+3	+9	+1	+2	+2	+7	+8	+12	Nil	+2	+2	+5	+5	—3	Nil	+3	+2
	Medium (..)	1957	100	86	99	96	119	98	77	84	97	97	102	101	88	97	100	111	142
		1958	99	86	96	93	119	93	76	87	94	99	97	103	85	92	102	109	141
		1959	99	85	98	93	121	95	76	86	90	107	98	106	82	92	102	112	143
		1960	105	88	105	100	128	100	79	86	100	110	106	110	89	100	111	112	155
		1961	108	95	102	102	133	103	82	99	95	111	102	115	91	99	113	119	159
		1961	+2	+8	—3	+2	+3	+3	+4	+16	—6	+1	—4	+4	+3	—1	+2	+6	+3
	Small (..)	1957	100	87	97	95	121	93	84	85	91	95	103	98	89	97	102	112	144
		1958	100	88	98	95	119	94	83	88	91	100	100	102	88	94	100	108	144
		1959	100	87	98	95	122	94	81	85	89	105	99	103	87	94	100	111	148
		1960	105	90	103	100	128	97	86	87	98	105	106	105	92	102	108	113	157
		1961	108	96	103	102	133	100	89	98	95	108	105	107	97	101	109	121	161
		1961	+3	+7	Nil	+2	+4	+3	+4	+13	—2	+3	—1	+2	+5	Nil	+1	+7	+3

(*Continued on next page*)

Retail Trade *(Continued)*

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier *(a)*

1957 = 100

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Durable Goods Shops																		
Total Durable Goods, Shops.	Total, all Retailers (f) (£739 million)	1957	100	93	89	97	122	99	92	89	88	94	85	93	96	101	114	122	128
		1958	105	93	90	96	141	101	89	89	88	94	88	94	90	102	127	148	148
		1959	118	104	111	116	140	117	102	96	111	113	109	117	109	119	135	138	147
		1960	112	114	106	103	124	122	110	110	114	106	98	107	98	104	118	120	130
		1961	112	105	106	111	125	112	100	104	108	108	104	123	103	106	119	123	133
		1961	Nil	—7	+1	+7	+2	—8	—9	—5	—6	+1	+5	+16	+5	+2	+1	+2	+2
	Independent retailers (£478 million)	1957	100	95	90	95	121	106	93	89	91	96	84	91	96	97	115	123	123
		1958	101	93	89	92	128	105	89	88	89	92	85	93	88	94	120	132	132
		1959	107	96	101	102	128	112	92	86	105	103	97	105	98	103	125	125	132
		1960	105	104	98	98	120	118	99	97	106	99	92	103	94	97	116	116	126
		1961	106	102	100	102	120	115	95	98	105	100	95	114	96	98	115	117	125
		1961	+1	—2	+1	+4	Nil	—3	—4	Nil	—1	+1	+3	+10	+2	+1	—1	+1	Nil
	Multiple retailers (£198 million)	1957	100	89	86	102	124	89	91	87	78	90	89	98	96	109	113	116	138
		1958	115	92	90	103	174	95	91	90	83	94	91	96	92	117	144	188	186
		1959	143	127	132	146	169	134	129	119	123	136	136	146	136	154	159	165	179
		1960	124	137	119	111	128	133	140	137	133	118	110	112	104	115	121	126	134
		1961	123	112	119	126	135	106	111	116	112	122	123	142	117	121	126	133	143
		1961	—1	—19	Nil	+14	+6	—20	—21	—16	—16	+3	+12	+26	+12	+5	+5	+6	+7
	Co-operative Societies (£63 million)	1957	100	89	91	99	122	86	86	93	87	99	87	94	98	104	109	126	128
		1958	109	93	99	103	140	93	91	95	98	105	95	98	97	112	126	145	146
		1959	122	101	118	121	149	107	99	97	119	121	115	120	112	130	138	151	157
		1960	122	113	118	118	141	116	107	116	118	124	112	116	110	125	127	138	154
		1961	123	111	116	125	141	110	104	118	113	122	115	138	113	123	125	137	156
		1961	+1	—2	—1	+6	Nil	—5	—3	+2	—4	—2	+3	+19	+3	—1	—2	Nil	+2
Furniture Shops .	Total, all Retailers (excluding Co-operative Societies) (£324 million)	1957	100	94	94	98	114	100	91	91	94	100	90	100	95	99	107	117	117
		1958	105	94	94	100	134	101	88	92	91	97	93	105	91	103	125	140	137
		1959	116	104	112	115	135	117	98	98	110	114	112	123	107	115	127	135	140
		1960	112	112	109	108	121	124	104	108	115	111	101	118	100	105	116	122	125
		1961	115	107	110	115	127	117	97	105	110	113	107	132	107	108	120	129	131
		1961	+2	—4	+1	+7	+5	—5	—6	—2	—5	+2	+6	+11	+7	+3	+4	+6	+5
	Multiple retailers (£77 million)	1957	100	92	88	98	123	94	95	87	87	91	86	97	92	103	112	124	130
		1958	113	90	87	101	173	96	88	88	85	88	89	97	86	118	153	181	182
		1959	138	121	123	137	172	135	116	114	118	123	127	137	127	144	156	167	189
		1960	115	124	114	103	118	135	121	118	129	114	101	105	97	106	107	118	127
		1961	111	95	109	114	126	96	95	94	101	116	109	124	111	109	113	127	136
		1961	—3	—23	—4	+11	+7	—28	—21	—20	—21	+2	+7	+17	+14	+3	+5	+7	+7
	Independent retailers Total (£247 million)	1957	100	94	96	98	112	102	90	92	96	103	91	101	96	97	106	115	114
		1958	103	95	96	99	122	103	87	94	93	100	94	107	92	99	116	127	123
		1959	110	99	108	108	123	112	92	93	107	111	107	119	100	106	119	125	124
		1960	112	108	107	109	122	120	99	105	111	110	101	123	101	105	118	124	124
		1961	116	110	110	115	127	124	98	109	112	112	106	134	106	107	123	130	129
		1961	+4	+2	+3	+6	+4	+3	—1	+4	+1	+2	+5	+10	+5	+3	+4	+5	+4
	of which (c) Large (. .)	1957	100	96	93	97	114	109	87	92	93	97	91	105	87	99	103	114	121
		1958	104	99	96	98	124	113	88	97	96	95	97	111	84	99	113	126	131
		1959	115	106	112	113	129	125	94	102	112	111	112	129	95	114	118	128	138
		1960	116	115	111	114	126	135	101	110	116	108	108	135	95	113	122	121	133
		1961	122	118	114	124	132	143	99	114	120	108	114	156	106	114	125	126	141
		1961	+5	+3	+3	+9	+5	+6	—2	+4	+4	Nil	+5	+15	+12	+1	+3	+4	+6
	Medium and Small (. .)	1957	100	94	97	98	111	99	91	92	97	104	91	99	98	97	107	116	111
		1958	103	93	96	100	122	100	87	93	93	102	93	106	95	99	117	127	121
		1959	108	96	107	107	121	108	92	91	106	111	106	116	102	103	119	125	120
		1960	110	106	106	108	121	116	98	103	110	111	99	119	104	102	117	124	122
		1961	114	108	109	113	126	118	98	107	110	113	104	128	106	105	122	131	126
		1961	+3	+2	+2	+5	+4	+2	Nil	+4	Nil	+2	+5	+8	+3	+3	+4	+5	+3
Other Durable Goods Shops	Total, all Retailers (£352 million)	1957	100	93	84	96	128	102	94	86	82	89	81	87	97	102	121	125	137
		1958	104	92	84	91	148	103	91	85	83	89	82	84	87	99	129	156	157
		1959	118	106	109	115	144	119	107	93	111	111	105	111	111	121	141	138	151
		1960	109	116	101	96	123	121	117	110	112	99	93	94	94	100	118	116	131
		1961	107	103	101	104	121	107	102	101	105	101	99	113	98	102	116	115	130
		1961	—1	—11	Nil	+8	—1	—11	—13	—8	—7	+2	+6	+20	+4	+1	—2	Nil	—1
	of which: Radio and Electrical, etc., Goods Shops (e) (£290 million)	1957	100	94	81	94	133	105	94	83	82	86	76	82	97	102	125	128	143
		1958	100	91	80	87	142	107	89	80	81	83	76	80	85	94	124	147	152
		1959	108	96	94	103	138	114	96	82	100	96	89	98	101	108	135	128	148
		1960	99	105	90	88	116	117	104	95	104	86	81	85	87	91	111	106	128
		1961	97	94	90	92	113	102	92	89	97	90	85	98	89	90	106	104	125
		1961	—2	—10	+1	+5	—3	—13	—12	—7	—7	+5	+5	+15	+2	—1	—4	—1	—3

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Durable Goods Shops (*Continued*)

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
OTHER DURABLE GOODS SHOPS. (cont'd)	MULTIPLE RETAILERS (£121 million)	1957	100	87	85	104	124	86	89	87	73	89	91	98	99	112	114	111	143
		1958	115	93	91	104	174	94	93	91	81	98	93	95	96	117	139	193	188
		1959	147	130	138	152	166	134	138	122	127	144	142	151	142	161	161	164	173
		1960	129	145	123	116	134	132	152	150	135	120	115	117	109	121	129	131	139
		1961	130*	122	125	134	141*	112	121	130	118	125	131	153	121	129	135	137	148*
		1961	+1	—16	+2	+15	+5	—15	—20	—13	—13	+4	+14	+31	+11	+7	+4	+5	+6
	of which: Radio and Electrical etc., Shops (e) (£59 million)	1957	100	82	72	104	142	87	84	75	62	77	77	89	101	120	128	113	176
		1958	108	87	77	98	171	102	87	76	70	80	79	90	92	109	122	188	197
		1959	125	110	99	131	159	123	115	96	94	101	102	126	123	141	149	143	180
		1960	104	122	91	93	112	123	124	119	118	81	76	96	87	95	102	99	131
		1961	104	96	96	106	119	93	92	101	94	99	95	121	98	100	106	106	139
		1961	Nil	—21	+6	+14	+6	—25	—25	—15	—20	+22	+25	+26	+13	+4	+4	+8	+7
	Electricity Showrooms (£33 million)	1957	100	88	97	106	109	81	90	93	80	96	111	115	97	105	102	110	114
		1958	123	92	107	107	185	86	93	96	90	117	113	103	101	115	142	204	203
		1959	177	146	193	185	183	155	150	136	174	205	198	194	173	187	182	187	181
		1960	158	157	166	144	163	149	156	164	160	167	170	146	130	154	164	165	161
		1961	159	145	158	167	167	137	146	151	146	158	168	202	144	158	166	164	170
		1961	+1	—7	—5	+16	+2	—8	—6	—8	—9	—5	—1	+38	+11	+3	+1	—1	+6
	Gas Showrooms (£30 million)	1957	100	97	95	101	107	89	96	104	86	105	95	99	96	105	100	110	111
		1958	122	104	102	111	170	89	105	115	95	112	100	96	96	134	168	190	155
		1959	157	153	154	159	163	131	170	158	140	160	160	155	148	171	162	180	150
		1960	148	178	139	130	144	130	204	195	143	146	130	126	128	134	144	158	132
		1961	N.A.	148	148	152	N.A.	125	151	163	136	140	163	161	141	153	157	169	N.A.
		1961		—17	+6	+17		—4	—26	—16	—5	—4	+25	+28	+10	+15	+9	+7	
	INDEPENDENT RETAILERS (£231 million)	1957	100	97	83	92	130	110	97	85	86	89	76	81	95	97	124	132	134
		1958	98	92	81	84	135	108	90	82	84	84	75	78	83	90	124	137	141
		1959	103	92	93	95	133	112	91	79	102	94	85	90	95	100	131	125	140
		1960	98	100	89	86	117	116	98	89	100	87	82	82	87	90	113	107	127
		1961	95	93	89	88	111	105	92	86	98	88	82	92	86	88	106	104	121
		1961	—3	—7	—1	+2	—5	—9	—7	—4	—3	Nil	Nil	+12	—1	—2	—6	—3	—5

* Provisional

Miscellaneous Non-Food Shops

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL, MISCELLANEOUS NON-FOOD SHOPS .	TOTAL, ALL RETAILERS (b) (£1,710 million)	1957	100	89	95	97	119	86	87	92	95	94	95	99	98	95	100	112	142
		1958	104	94	98	101	122	89	91	100	96	99	99	104	100	99	105	112	145
		1959	107	95	103	103	128	91	93	101	103	103	102	107	102	102	108	116	153
		1960	113	99	108	111	133	95	96	104	107	108	108	114	108	110	113	120	160
		1961	119	105	112	116	141	98	101	115	111	113	111	119	115	116	120	128	169
		1961	+5	+7	+4	+5	+6	+3	+5	+11	+4	+5	+3	+4	+6	+5	+5	+6	+6
CONFECTIONERS, TOBACCONISTS, NEWSAGENTS.	TOTAL, ALL RETAILERS (£699 million)	1957	100	95	97	98	110	93	96	97	100	97	96	96	100	97	100	104	122
		1958	102	100	99	101	110	97	99	102	99	99	99	102	102	99	101	104	123
		1959	102	99	99	100	112	97	97	102	100	99	97	99	101	101	103	105	125
		1960	106	100	102	106	116	99	99	101	104	102	102	106	106	105	106	110	130
		1961	111	106	105	110	124	102	103	111	107	107	102	109	110	111	112	117	138
		1961	+5	+6	+3	+4	+6	+3	+4	+10	+3	+5	Nil	+3	+4	+5	+6	+6	+6
	Independent retailers (£618 million)	1957	100	95	97	98	110	93	96	96	99	97	96	97	99	97	101	105	122
		1958	103	100	99	101	110	97	99	102	99	99	100	102	101	100	102	104	122
		1959	103	99	99	100	112	98	97	101	100	100	98	99	101	101	103	106	124
		1960	106	100	103	106	116	99	99	102	104	102	103	106	107	106	107	110	129
		1961	111	106	105	111	123	102	103	111	107	107	103	110	110	112	113	117	137
		1961	+5	+6	+3	+4	+6	+3	+4	+9	+3	+5	Nil	+4	+4	+5	+6	+6	+6
	Multiple retailers (£81 million)	1957	100	97	98	98	107	95	96	99	103	97	95	96	103	97	96	100	121
		1958	102	99	98	100	110	95	97	103	101	97	97	100	106	96	98	100	127
		1959	101	98	96	98	111	96	95	102	100	96	94	99	101	96	99	100	130
		1960	104	98	99	102	117	97	98	98	108	98	94	104	103	100	102	106	137
		1961	110	105	103	105	124	102	102	110	107	105	99	106	107	104	108	113	146
		1961	+5	+8	+4	+3	+7	+5	+5	+12	Nil	+7	+6	+1	+4	+3	+6	+7	+7
BOOKSELLERS, STATIONERS .	Independent Retailers (£69 million)	1957	100	94	88	93	125	91	97	94	89	95	82	95	91	93	99	117	152
		1958	106	100	94	98	131	95	101	102	96	97	91	104	92	98	104	123	158
		1959	109	102	101	99	135	99	101	106	103	102	98	104	90	102	111	127	161
		1960	117	111	105	114	139	109	112	112	111	105	101	119	105	117	117	132	162
		1961	123	117	113	118	145	113	114	124	116	113	112	122	109	121	123	140	166
		1961	+5	+6	+8	+3	+4	+4	+2	+10	+4	+7	+11	+3	+4	+3	+5	+6	+2

(*Continued on next page*)

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)			Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Miscellaneous Non-Food Shops – (*Continued*)																			
Chemists (d) Photographic Goods Dealers	Total, all Retailers (£205 million)	1957	100	84	95	101	120	81	82	87	88	91	103	105	103	97	94	104	153
		1958	103	90	96	104	122	88	87	94	90	96	101	110	106	98	96	108	155
		1959	109	94	103	112	129	92	95	94	96	105	107	119	114	104	101	113	164
		1960	115	95	110	117	140	96	93	97	104	107	116	125	117	111	108	115	185
		1961	124	105	116	125	149	103	102	110	111	115	121	132	124	121	114	124	198
		1961	+7	+11	+6	+7	+7	+7	+10	+14	+7	+7	+4	+6	+6	+9	+5	+8	+7
	Independent retailers (£114 million)	1957	100	84	98	106	111	82	83	87	91	93	107	111	107	101	97	96	134
		1958	102	91	99	107	111	90	88	94	92	97	105	116	108	100	95	97	136
		1959	107	94	105	115	116	91	96	95	98	105	110	125	116	106	99	100	142
		1960	111	94	110	118	124	94	91	96	102	107	118	126	119	111	104	101	157
		1961	118	103	114	124	130	101	99	109	108	113	119	132	123	118	110	108	165
		1961	+6	+10	+4	+5	+6	+7	+9	+13	+6	+6	+1	+5	+3	+6	+5	+7	+5
	Multiple retailers (£77 million)	1957	100	81	90	96	134	78	79	85	84	86	98	96	99	92	90	116	182
		1958	105	88	92	100	138	85	84	94	87	94	96	102	105	94	95	123	184
		1959	112	92	100	108	148	92	92	93	90	105	103	112	111	101	104	130	198
		1960	121	96	109	116	164	97	94	96	106	107	113	125	115	111	114	134	227
		1961	133	107	119	129	178	104	105	111	114	118	125	135	127	126	120	147	249
		1961	+10	+12	+9	+11	+9	+7	+12	+16	+7	+10	+10	+8	+11	+13	+5	+10	+10
	Co-operative Societies (£13 million)	1957	100	91	95	94	121	92	89	91	90	95	99	97	89	95	97	110	148
		1958	105	97	99	99	124	95	97	99	96	101	99	108	95	94	99	115	151
		1959	111	101	107	105	132	99	106	100	107	109	106	113	102	100	103	120	164
		1960	117	103	112	110	141	102	104	104	110	113	114	118	108	106	110	122	182
		1961	123	114	118	117	145	109	114	117	115	121	118	124	114	113	112	126	187
		1961	+6	+10	+5	+6	+3	+7	+10	+13	+5	+7	+4	+5	+5	+6	+2	+3	+3
Jewellers	Total, all Retailers (£71 million)	1957	100	80	82	99	139	74	79	85	80	80	86	102	104	92	86	106	209
		1958	102	81	83	101	142	73	81	86	76	84	88	106	104	95	89	106	212
		1959	109	81	89	110	157	75	82	85	83	90	94	115	112	105	96	113	242
		1960	118	87	97	121	168	83	86	92	93	94	102	127	124	113	102	121	258
		1961	124	96	101	125	175	86	94	105	97	101	105	130	126	121	106	126	270
		1961	+5	+10	+4	+4	+4	+4	+9	+14	+4	+7	+3	+2	+1	+7	+4	+4	+5
	Independent retailers (£61 million)	1957	100	81	84	99	136	77	80	86	81	82	88	102	104	92	88	105	198
		1958	101	82	84	101	137	76	82	86	77	85	89	106	104	94	90	105	201
		1959	109	82	91	110	152	77	83	85	86	91	95	116	112	104	97	112	228
		1960	117	88	98	121	161	85	86	92	94	95	103	127	125	112	102	120	240
		1961	122	96	101	125	167	89	95	104	97	101	105	130	125	120	105	126	250
		1961	+5	+10	+4	+3	+4	+4	+10	+14	+4	+6	+2	+3	Nil	+7	+4	+4	+4
	Multiple retailers (£10 million)	1957	100	69	75	95	161	56	70	79	73	71	79	97	101	90	77	109	270
		1958	105	74	77	102	167	56	75	87	72	76	82	105	106	97	83	111	278
		1959	112	76	79	107	187	60	73	91	69	79	87	107	110	106	92	115	320
		1960	126	83	91	122	208	70	84	93	90	85	96	130	121	118	103	125	360
		1961	135	91	98	130	220	73	88	108	95	96	103	132	132	128	108	128	384
		1961	+7	+9	+8	+7	+6	+4	+6	+16	+5	+12	+7	+2	+9	+9	+5	+3	+7
Leather Goods, Sports Goods, Toys and Fancy Goods Shops	Total, all Retailers (£63 million)	1957	100	70	86	103	141	70	67	72	81	85	91	106	109	96	88	113	205
		1958	102	70	88	105	143	68	68	73	83	86	94	107	109	101	93	113	207
		1959	106	72	92	109	150	70	69	75	86	93	98	114	110	105	97	118	219
		1960	114	77	99	117	162	77	75	78	95	95	104	120	116	114	107	125	237
		1961	119	84	102	123	167	81	81	89	101	101	104	122	125	121	109	129	243
		1961	+5	+10	+4	+5	+3	+6	+8	+15	+6	+6	Nil	+2	+8	+6	+3	+4	+3
Ironmongers and Hardware Shops.	Total, all Retailers (£184 million)	1957	100	95	98	96	111	98	93	95	103	102	91	95	100	94	100	109	123
		1958	104	100	101	99	114	103	97	100	107	105	94	101	102	95	107	110	123
		1959	106	102	106	102	114	108	98	99	110	109	101	105	105	96	108	109	122
		1960	108	102	108	105	116	103	100	102	114	110	101	109	109	98	108	107	128
		1961	111	105	110	110	121	102	100	111	115	113	104	113	116	103	112	112	134
		1961	+4	+3	+2	+5	+5	—1	Nil	+9	+1	+3	+2	+3	+7	+5	+4	+5	+5
	Independent retailers (£162 million)	1957	100	96	98	96	110	100	94	95	103	103	90	95	99	93	101	109	119
		1958	103	101	101	98	113	105	98	101	107	106	93	101	101	94	107	110	120
		1959	105	102	106	100	112	111	99	98	110	109	99	105	103	94	108	108	120
		1960	106	102	107	103	114	105	101	101	112	110	100	108	107	96	107	106	126
		1961	110	105	109	109	118	104	100	110	113	113	102	112	115	102	110	111	131
		1961	+3	+3	+2	+6	+4	—1	—1	+9	+1	+3	+2	+4	+7	+6	+3	+4	+4
	Multiple retailers (£22 million)	1957	100	85	97	99	119	79	79	95	104	94	93	96	106	97	94	106	149
		1958	105	92	103	104	119	85	89	100	111	100	100	99	111	102	104	107	140
		1959	112	98	110	112	125	91	95	107	110	108	112	108	120	108	113	121	139
		1960	116	101	117	119	127	90	97	112	125	114	112	118	124	115	118	112	146
		1961	121	104	120	119	140	88	99	121	126	117	117	119	127	112	130	124	160
		1961	+4	+3	+3	Nil	+10	—2	+1	+8	+1	+3	+5	+1	+2	—2	+10	+10	+9

(*Continued on next page*)

Retail Trade (*Continued*)

Notes

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g. the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1957 = 100, was given in the *Board of Trade Journal* of February 10, 1961.

Footnotes to Tables

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1961 sales was the five weeks from November 26, to December 30, the corresponding period in 1960 was from November 27 to December 31. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

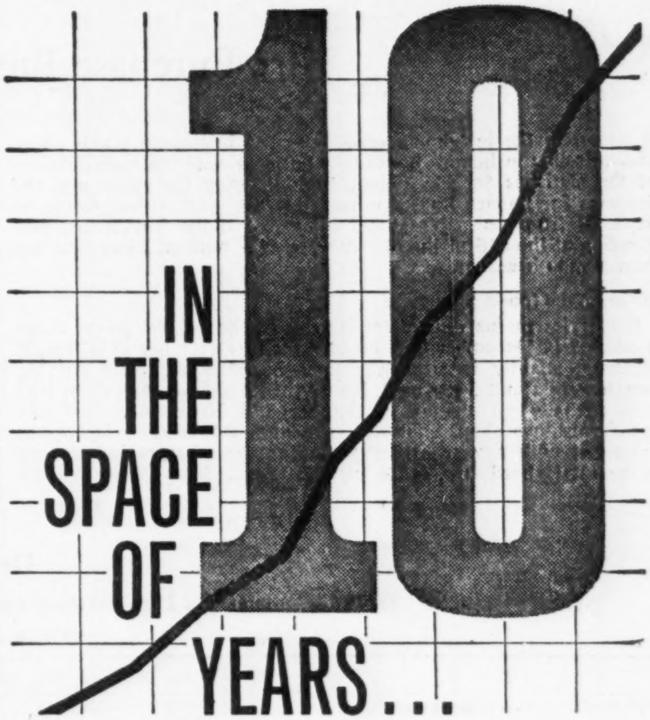
Architects and Builders Guide

Guidance for architects, developers and builders about the requirements of factory legislation which may affect the design and construction of factories is given in 'The Structural Requirements of the Factories Act' a new booklet in the Safety, Health and Welfare series, published by the Ministry of Labour. Copies from H.M. Stationery Office, 2s.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
Directory of Board of Trade Departments and Their Work	8 Apr. 1960
British Commercial Representatives Overseas	19 Jan. 1962
Board of Trade Departments	30 Sept. 1960
Board of Trade, Regional Controllers . .	2 Feb. 1962
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	12 Jan. 1962
U.S. Consular Offices in the U.K. . . .	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).



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Hire Purchase Business in December

A RISE in the instalment credit sales of household goods shops and a decline in finance house new business were the main features of the statistics for December. Both the rise for shops and the decrease for finance houses were somewhat greater than would be expected from normal seasonal influences. Total instalments outstanding at the end of the month were £927 million, £4 million less than a month earlier.

Household Goods Shops

Some rise in instalment credit sales by household goods shops is normal in December but the increase in December 1961 was, if anything, slightly larger than might be expected; sales for the month were about 3 per cent. higher than a year earlier, compared with virtually no change in October and November. Furniture and furnishings shops showed a rise of 6 per cent. in December compared with a year earlier while for the other main category in the total – hardware, radio, electrical, etc., shops – there was no change. Debt owing to household goods shops in total rose by £6 million during the month to £309 million.

Finance Houses

New credit extended by finance houses fell by nearly one quarter between November and December, to about one-eighth below the total for December 1960. In October and November new credit had been around 5 per cent. below the corresponding figures for the previous year. Among the types of goods, new credit for which showed the sharpest falls in December, compared with a year earlier, were commercial vehicles, down by nearly 30 per cent. and motor cycles, over one-third less. New credit for used cars was over one-tenth down but for new cars there was a rise of almost one-fifth. Instalments outstanding to finance houses on agreements direct with hirers, etc. fell by a further £10 million during the month to £618 million. The amount owing to finance houses by retailers on block discounting was unchanged at £55 million.

Debt

Table 1 – Estimates of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1959	234	240	243	249	257	265	274	281	292	299	311	327
	1960	330	333	336	338	338	335	331	327	324	322	322	325
	1961	321	315	312	308	306	306	306	305	303	303	303	309
Owed directly to finance houses	1959	338	352	369	389	412	438	462	470	488	501	513	522
	1960	534	547	573	599	614	621	630	633	628	623	620	610
	1961	607	607	622	631	643	651	662	660	650	639	628	618
Total of above	1959	572	592	612	638	669	703	736	751	780	800	824	849
	1960	864	880	909	937	952	956	961	960	952	945	942	935
	1961	928	922	934	939	949	957	968	965	953	942	931	927

Table 1a – Commodity Analysis of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD £ million

	1957	1959		1960				1961			
	Dec.	Sept.	Dec.	March	June	Sept.	Dec.	March	June	Sept.	Dec.
Private and commercial motor vehicles and caravans	197	374	394	433	477	478	454	470	492	490	461
Farm and industrial equipment	21	36	37	41	44	48	52	53	60	62	68
Household goods (a)	221	350	396	410	409	396	394	377	371	365	366
Other goods	9	20	22	25	26	30	35	34	34	36	32
Total	448	780	849	909	956	952	935	934	957	953	927

(a) Includes pedal cycles.

Table 2 – Hire-Purchase and Other Instalment Credit Extended and Repaid

£ million

Period	All Transactions					Estimated Consumer Transactions				
	New Credit Extended			Repay-ments	Change in Debt	New credit extended	Cash Outlay			Change in Debt
	For Household goods	For other durable goods	Total				Deposits	Repay-ments	Total	
1958	289	363	652	544	+108	531	164	431	595	+100
1959	410	523	933	640	+293	760	96	518	614	+242
1960	310	519	829	743	+ 86	638	112	611	723	+ 27
1959 1st Quarter	89	118	207	151	+ 56	167	21	123	144	+ 44
2nd Quarter	98	152	250	159	+ 91	202	27	130	157	+ 72
3rd Quarter	103	132	235	158	+ 77	194	25	128	153	+ 66
4th Quarter	120	121	241	172	+ 69	197	23	137	160	+ 60
1960 1st Quarter	90	152	242	182	+ 60	190	26	147	173	+ 43
2nd Quarter	75	156	231	184	+ 47	176	32	153	185	+ 23
3rd Quarter	66	117	183	187	— 4	140	28	153	181	— 13
4th Quarter	79	94	173	190	— 17	132	26	158	184	— 26
1961 1st Quarter	65	136	201	202	— 1	150	31	163	194	— 13
2nd Quarter	71	164	235	212	+ 23	175	36	163	199	+ 12
3rd Quarter	74	126	200	204	— 4	152	31	150	181	+ 2
4th Quarter	80	89	169	195	— 26	132	25	150	175	— 18

Hire Purchase (*Continued*)

New Business of Household Goods Shops

Table 3 – Index Numbers of Value of Goods Sold on Hire-Purchase and Other Instalment Credit per Week

* Average of 1957 = 100

		Year	Jan.	Feb.	March (*a*)	April	May	June (*a*)	July	Aug.	Sept. (*a*)	Oct.	Nov.	Dec. (*a*)
FURNITURE AND FURNISHING SHOPS	Total (multiple and independent retailers, co-operative societies)	1959	123	115	109	119	123	124	136	122	137	151	159	167
		1960	122	113	111	121	102	90	101	92	102	112	120	124
		1961	97	90	98	102	104	104	121	102	106	117	126	132
	of which: Multiple retailers (*b*)	1959	138	123	119	125	128	135	151	137	155	163	174	195
		1960	138	125	116	134	107	94	101	91	99	111	119	125
		1961	98	95	99	106	108	114	125	106	110	121	131	138
	Independent retailers	1959	114	109	102	113	115	111	121	107	119	136	142	143
		1960	107	102	103	110	93	83	100	89	99	110	114	120
		1961	94	83	92	95	95	92	109	94	99	109	115	122
HARDWARE, RADIO, ELECTRICAL GOODS, CYCLE AND PERAMBULATOR SHOPS	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1959	136	131	110	140	148	138	144	138	153	163	161	162
		1960	126	130	126	124	105	96	92	90	98	109	108	114
		1961	92	96	97	99	104	104	125	96	99	105	105	113
	of which (multiple and independent): Radio and electrical goods shops	1959	116	104	79	103	99	89	100	100	114	133	129	136
		1960	105	97	83	87	62	57	58	59	66	78	76	82
		1961	66	61	56	62	64	63	77	56	60	69	69	75
	Cycle shops, cycle and radio shops, perambulator shops	1959	140	94	109	134	150	136	148	146	165	161	151	190
		1960	116	121	117	134	110	103	110	103	109	107	105	158
		1961	100	96	101	118	119	115	139	118	110	116	112	175
DEPARTMENT STORES:	Household goods department	1959	145	116	108	143	140	135	151	113	150	174	180	179
		1960	140	116	120	140	121	101	128	100	117	137	143	138
		1961	133	119	117	123	124	111	156	109	119	141	143	146
TOTAL, HOUSEHOLD GOODS SHOPS		1959	131	123	109	131	136	131	141	129	146	159	162	165
		1960	125	122	119	124	105	94	99	92	101	112	116	120
		1961	97	95	99	102	106	105	125	100	104	113	117	124

(*a*) Average of five weeks.
(*b*) Multiple retailers are defined as those having ten or more branches.

New Business of Finance Houses

Table 4 – Index Numbers of New Hire-Purchase and Other Instalment Credit Extended Direct to Hirers per Calendar Month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1959	163	129	168	195	172	170	168	86	123	157	160	143
	1960	188	182	255	249	199	154	146	113	110	106	94	70
	1961	116	173	234	206	241	224	242	139	111	114	115	83
Private cars – used	1959	136	148	188	194	201	218	206	173	175	171	154	140
	1960	160	191	250	240	178	155	150	149	129	121	113	92
	1961	131	179	204	183	218	201	195	143	110	118	108	79
Commercial motor vehicles – new and used	1959	187	161	173	190	196	201	204	151	179	188	176	176
	1960	201	211	261	242	233	214	199	165	173	186	184	154
	1961	195	212	246	221	238	235	240	163	142	154	144	110
Motor cycles, side-cars, power-assisted cycles – new and used	1959	82	109	174	207	209	233	232	178	177	150	106	88
	1960	100	133	225	244	208	164	148	144	118	97	82	59
	1961	71	108	171	160	184	161	160	135	85	73	59	37
Caravans – new and used	1959	82	107	167	182	189	212	213	172	181	177	136	118
	1960	113	162	233	254	264	168	156	148	126	108	83	54
	1961	74	137	220	219	242	248	226	188	146	159	123	80
Farm equipment and tractors	1959	136	146	181	207	164	231	204	193	166	157	136	98
	1960	108	131	159	157	176	173	162	151	122	153	163	94
	1961	128	123	195	195	195	217	201	169	132	150	128	79
Industrial and building plant and equipment	1959	156	146	202	203	167	210	220	167	190	215	199	197
	1960	207	205	273	261	270	267	231	205	231	253	245	194
	1961	251	239	312	311	360	315	346	233	239	272	263	211
Household goods (a)	1959	196	160	154	188	186	200	211	188	242	270	241	263
	1960	242	204	213	177	172	142	139	137	131	141	142	136
	1961	138	114	126	120	136	123	133	115	107	118	119	104
All goods (including goods not shown above)	1959	154	145	178	196	194	209	204	159	178	187	171	163
	1960	180	188	244	232	201	170	169	151	139	138	132	110
	1961	144	168	207	190	220	204	207	150	123	131	125	96

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

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Hire Purchase (*Continued*)

Notes on the Statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit, which includes the initial deposits or down payments as well as the credit extended (i.e., the balance of the cash price together with the credit charges), during the period. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all household goods sold on credit by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined together with estimates for transactions of consumers (as distinct from business users of instalment credit). For further details see Economic Trends No. 95, September 1961 (published by H.M. Stationery Office, 3s.).

Tables 1, 3, and 4 are based upon estimates derived from the Census of Distribution for 1957.

The estimate in £'s million of goods sold on hire-purchase and other instalment credit during 1957, on which Table 3 is based, are: Furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods shops 81·12 and cycle shops, etc., 17·68; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire-purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 2, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Crosstrap	Unifilms (London) Ltd.	Newbery-Clyne Associates Ltd.	Br/E 27140	61	January 29
Design in the Sky	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd. for C.O.I.	Br/E 27147	15	January 31
First Left Past Aden	,, ,,	R.H.R. Productions Ltd. for C.O.I.	Br/E 27148	23	January 31
Mining Review No. 6, 15th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 27153	10	February 1
Westward Ho !	Columbia Pictures Corporation Ltd.	Associated British-Pathe Ltd.	Br/E 27154	22	February 1
Pathe Pictorial Series 365-377:					
Pathe Pictorial No. 372	Warner-Pathe Distributors Ltd.	,, ,,	Br/E 27155	8	February 1
Sunday Thoughts Series:					
Sunday Thoughts No. 1 – *The Ten-Year Test*	Rank Film Distributors Ltd.	Religious Films Ltd.	Br/E 27161	3	February 1
Sunday Thoughts No. 2 – *Infinite Riches*	,, ,,	,, ,,	Br/E 27162	3	February 1
Sunday Thoughts No. 3 – *Only a Word*	,, ,,	,, ,,	Br/E 27163	4	February 1
Pathe News 62-8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 26959	7	February 2
Pathe News 62-9	,, ,,	,, ,,	Br/E 26960	8	February 2
Pathe News 62-10	,, ,,	,, ,,	Br/E 26961	8	February 2
Movietone News 1703A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26907	7	February 2
Movietone News 1704	,, ,,	,, ,,	Br/E 26908	7	February 2
		FOREIGN			
A Day of Sin	Compton-Cameo Films Ltd.	Euro International Films-Transcontinental Films	F 27141	83	January 30
Bird Came C.O.D.	United Artists Corporation Ltd.	Vitaphone Corporation	F 27142	8	January 31
The Bears Tale	,, ,,	,, ,,	F 27143	9	January 31
Little Red Riding Rabbit	,, ,,	,, ,,	F 27144	7	January 31
The Wild Hare	,, ,,	,, ,,	F 27145	8	January 31
Bugs Bunny Gets the Boid	,, ,,	,, ,,	F 27146	8	January 31
Duel (Parbaj)	Curzon Film Distributors Ltd.	Hungarofilm	F 27149	8	January 31
Until Spring Comes	,, ,,	,,	F 27150	17	January 31
Fires on the Plain	Compton-Cameo Films Ltd.	Daiei Motion Picture Co. Ltd.	F 27151	108	February 1
Eyes in Outer Space	Walt Disney Productions Ltd.	Walt Disney Productions Inc.	F 27152	26	February 1
Susan Slade	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 27156	101	February 1
Samar	,, ,,	,, ,,	F 27157	73	February 1
Catch Meow	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 27158	7	February 1
Aqua Ski-Birds (World of Sport)	,, ,,	,, ,,	F 27159	10	February 1
Phoney Baloney	,, ,,	,, ,,	F 27160	7	February 1
Honeymoon	British Lion Films Ltd.	Everdene Ltd.	F 27164	90	February 2
La Notte	United Artists Corporation Ltd.	Lopert Pictures	F 27165	122	February 2

Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the date specified.

NUMBER	NAME	SUBJECT-MATTER
	January 18	
705,323	Benscheidt, K. T./as Fagus-Werke Karl Benscheidt.	Lasts.
777,077	United States Steel Corporation	Control of temperature of moving strip.
809,983	United States Steel Corporation	Controlling sinter feed.
812,840	United States Steel Corporation	Gas-discharge nozzle for use in furnaces.
841,178	United States Steel Corporation	Strip accumulator.
858,240	Statni Vyzkumny Ustov Tepelne Techniky Praha.	Electric measuring apparatus for measuring the time integral of momentary pulses.
	January 22	
760,966	Montecatini Societa Generale per L'Industria Mineraria e Chimica.	Process for manufacturing olefine carbonates.
780,638	Gutehoffnungshutte Sterkrade, A.G.	Single-cage multi-rope winding installations
803,958	Monecatini Societa Generale per L'Industria Mineraria e Chimica	Electronic valve-holders.
818,815	Westinghouse Brake & Signal Co., Ltd.	Metal rectifier assemblies.
821,516	Sheldon, A.	Pictures or designs composed of juxtaposed separate shaped portions.
854,410	Nekolny, J.	Increasing the efficiency of multistage feed-water heating by extracted steam.
865,989	Schenley Industries, Inc.	Bottle inserts.
	January 29	
650,466	Regie Nationale Des Uzines Renault	Preparation of casting moulds.
650,467	Regie Nationale Des Uzines Renault	Preparation of filling materials for foundry moulds.
711,848	Regie Nationale Des Uzines Renault	Surface hardening by carbonitriding at low temperatures.
795,213	Sperry Rand Corporation	Servomechanism systems.
799,241	Pech, J. L.	Extraction of endocytines.
815,107	Midland Silicones Ltd.	Resinous compositions.
824,574,	Canada Packers Ltd.	Fractionation of fatty acid mixtures.
836,593	India Tyre & Rubber Co. Ltd.	Pneumatic tyre inner tubes.
842,647	Regie Nationale Des Uzines Renault	Lubricants.
846,477	Regie Nationale Des Uzines Renault	Manufacture of thin iron casting.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Recent Export Achievement

The following letter from Charles Maschwitz Junr. Ltd., of Birmingham, has been received by the Editor of the *Board of Trade Journal*:

Rarely does an achievement by one or other of we old export merchant houses appear under this heading. I suppose because we are not given to shouting!

Anyhow, to break the ice, what about the following, modest in a world sense and the whole deal only running into a few thousand pounds, but something we have just completed:

> We tendered for, submitted drawings etc. and arranged modifications to increase height of lift, for mobile crane equipment of British manufacture for use in constructing a covered shipbuilding yard in the Faroe Islands. We duly secured the order, made special shipping arrangements owing to bulk of the equipment – and delivered the goods!

(Signed) E. J. SCHATZ
Managing Director

Application for Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, the following application has been made for the cancellation of the endorsement 'Licences of Right' on the following patent:

NUMBER	GRANTEES	SUBJECT-MATTER
832,489	Midland Silicones Limited	A process for preparing high polymeric siloxanes.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before February 3, 1962.

G. GRANT,
Comptroller-General.

Kempe's Engineers Year-Book

'Kempe's Engineers Year-Book' for 1962 (in two volumes), is now available. Copies from Morgan Brothers (Publishers) Ltd., 28 Essex Street, London, W.C.2. 92s. 6d. (by post 95s. 6d.)

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have received instructions from Messrs. Brown & Adam Ltd., who have ceased production, to Sell, by Auction, as above.

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CATALOGUES (Price 2/-) from AUCTIONEERS, available about 3 weeks prior to Sale.

NOTE: Most of the Plant, Machinery and Equipment was installed new between 1955 and 1961, a considerable proportion of which is only slightly used.

HAMILTON, FEBRUARY, 1962.

Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Feb. 15 .	Machine tools, plant, electrical equipment and miscellaneous stores.	Technical Stores, Depot, Old Dalby, Leics. (Sale at Melton Mowbray).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel.: 3081).
Feb. 20-23	Machine tools, vehicles, plant, electrical equipment and miscellaneous stores, including:	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel.: Royal 4861).

Charging sets; pneumatic grinders, drills and picks. Theodolites; telescopes; field telephones; diesel and petrol electrical generator sets. Bedford and Austin trucks; fuel and water tankers; trailers; saloon cars; road rollers. Folding boat equipment; M.T. spares; wireless receivers; loudspeakers; 3,000 wrist watches. Furniture; canvas covers; clothing and textiles.

1962	Stores	Location	Auctioneers
March 1 .	Machine tools, vehicles and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace, Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).
March 8 .	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (Sale at Kinterbury House).	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel.: 69292).
March 13 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, South West Stores, Euxton Lane, Chorley, Lancs. (Sale at Cheetham Town Hall, Manchester, 8).	J. H. Norris & Son (Dept. L), 9 Albert Square Manchester 2. (Tel.: Blackfriars 8373).
March 20 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).

Application for catalogues, available 14 days prior to date of sale should be made only to each auctioneer shown above (price of catalogue 1s. 0d. *Postal Orders only*).

SALE BY TENDER

Substantial quantities of nails (various types, sizes ½ in. to 12 in.). *Location*: Nr. Reading, Berkshire. *Application* for tender forms should be made to the War Officce, Directorate of Disposals, First Avenue House, High Holborn, London, W.C.1.

Air Ministry

1962	Stores	Location	Auctioneers
Feb. 21	. Huts and buildings, Ideal boiler (364,000 B.T.Us.), 400-gallon calorifier, 300-gallon feed tank.	Royal Air Force Station, Aldergrove, N. Ireland	N. M. Clarke & Son, Antrim, N. Ireland. (Tel.: Antrim 3155.)
Feb. 22	. Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252.) Catalogues 1s. 0d. each. *Postal Orders only.*

The above sale will include radio receivers and equipment, frequency meters, signal generators, dynamotors, aircraft fuel tanks, motorized baling presses, furniture, kitchen equipment, compressors, airframe spares, steel safes, radar and various trolleys, caterpillar tracks, mechanical gritters, etc.

1962	Stores	Location	Auctioneers
April 11	. Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 27 Eastgate Street, Stafford. (Tel.: Stafford 2331.) Catalogues 1s. 0d. each. *Postal Orders only.*

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

Tenders invited for the purchase of transformers, various sizes including a number of 750 KVA situated at Cardington, Beds. **Apply within 7 days of the date of this advertisement** to Air Ministry, C19a, Turnstile House, High Holborn, London, W.C.1 for tender form.

Ministry of Works

1962	Description	Location	Auctioneers
Feb. 13 .	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337.) (Catalogues, price 6d., are obtainable direct from the auctioneers.)

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Questions Asked and Answered in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament

Monday January 29

European Economic Community

The Lord Privy Seal was asked whether he would publish a White Paper, giving the full details of the agricultural agreement of the European Economic Community together with details as to the estimated effect of this agreement upon Commonwealth trade and British agriculture in the event of the United Kingdom joining the community.

Mr. Heath replied that the texts of the agreements reached by the members of the European Economic Community on their common agricultural policy are in course of examination by a special Committee of jurists and linguists from the member countries with a view to simultaneous publication in the four Community languages, and he would arrange for copies in French to be placed in the Library of the House as soon as they are available. As H.M. Government were not responsible for the publication of this document, it would not be appropriate to publish an English translation as a White Paper, but as soon as a translation was ready he would arrange for it to be made available to Members in an appropriate way. As regards the effect of our membership of the Community on Commonwealth trade and British agriculture, this would depend on the arrangements which we were able to negotiate. The Government's policy remained as it had been set out in his statement in Paris on October 10.

Wednesday January 31

Export Bills of Exchange

In the House of Lords a questioner asked whether, in the interest of expanding exports, H.M. Government would consider instituting arrangements whereby bills drawn for export would attract in appropriate cases a specially low rate of discount.

Replying, Lord Mills said: 'The Government are satisfied that, with the announcement last week of the new arrangements for finance for exports, our exporters are in a reasonably competitive position, and the Government do not consider any special measures for short-term finance necessary.'

Monday February 5th

Trade with Japan

Asked if he would set out in tabular form the weight and value of the main manufactured goods imported from Japan in 1948 and in each year since, respectively, giving the equivalent figures for manufactured pottery goods imported from Japan in those years, the President replied that details of the main manufactured goods imported from Japan in the years 1948 to 1959 were available from Volume IV of the Annual Statement of Trade. He circulated similar details for the years 1960 and 1961 together with details of imports from Japan of manufactured pottery goods for the years 1948 to 1961.

Tuesday February 6

Imperial Tobacco Co. Ltd. and Gallahers

In reply to a question to the President asking his reasons for rejecting the recommendation of the Monopolies Commission that the Imperial Tobacco Company Limited should sell its shareholding in Gallahers, Mr. Niall Macpherson, Parliamentary Secretary, said:

'The Monopolies Commission considered that Imperial's shareholding in Gallaher might lead to some weakening of the incentive on Imperial to be competitive. They referred in particular to the possibility that a conflict of interests mights cause Imperial to depart from its undertaking not to intervene in the management of Gallaher. To meet their view that this possible danger should be guarded against, my rt. hon. Friend asked Imperial to confirm formally to H.M. Government the undertaking not to intervene which they had previously given to Gallaher alone. Imperial have given that undertaking. My rt. hon. Friend has made it clear to Imperial that the matter will be re-opened if at any time the Government decide that owing to changed circumstances the present arrangements are no longer adequate to safeguard the public interest.

'In my rt. hon. Friend's opinion these arrangements will satisfactorily achieve the objective which the Commission had in mind, and in the circumstances as they now exist it did not seem necessary on this account to go so far as to require Imperial to divest themselves of their shareholding.

'In general my rt. hon. Friend does not believe that Imperial's shareholding in Gallaher's will reduce their incentive to be competitive. Imperial could have no assurance that trade lost by them would be gained by Gallaher, and even if Gallaher gained as much as Imperial lost, there would be a severe loss of profit to Imperial that could not be offset by any increase in the amount received by Imperial as dividends on their Gallaher shareholding. The Commission themselves acknowledged that the competition experienced by Imperial was intense; it has grown even more intense since the report. There is no evidence that Imperial are not combating it as strongly as they can; indeed all the evidence goes the other way.'

Boots and Shoes Manufacture and Distribution

Asked whether the President would refer the manufacture and distribution of boots and shoes to the Monopolies Commission, Mr. Macpherson replied: 'No, Sir. On the information before him it does not appear to my rt. hon. Friend that the conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 applies prevail in respect of either the manufacture or the distribution of boots and shoes.'

(*Continued on page* 304)

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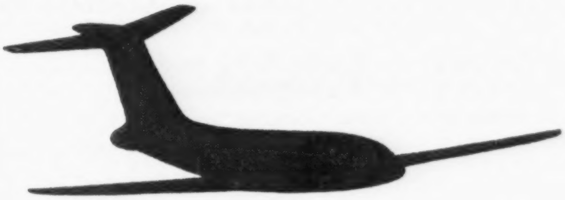

HEAVENLY HOST...or should it be hostess?

No. The host we refer to is the multitude of electronic devices—aids to aviation—developed and manufactured by Ultra Electronics, and extensively used in the world's most modern military and civil aircraft.

The automatic electric throttle control system developed for the Bristol *Britannia* was an Ultra 'first', and the highly successful performance of the system has resulted in further developments for new aircraft such as the Short *Belfast* and the B.A.C. *TSR2*. Other examples of jet engine control and instrumentation are: speed and temperature control equipment, engine vibration monitors and engine temperature monitors.

In the communications field we have lightweight VHF/UHF equipment, including emergency and telemetry sets, widely used by British and other NATO air forces. As specialists in communication control, intercom, and cabin address equipment, we supply some 80% of the U.K. civil aircraft requirements as well as a growing commitment for the Services. For air/sea rescue the world famous SARAH system has recently been supplemented by a range of miniature beacons, operating on an international distress frequency and capable of being detected by standard airborne communications receivers.

Apart from avionics, of course, the Ultra organization, with its associated companies in U.K. and America, provides a truly comprehensive electronic engineering service, embracing virtually all aspects of industrial electronics. Please let us know if you require any further information about our products and overseas representation.

We are exhibiting at the Acton Chamber of Commerce Industrial and Commercial Exhibition, February 28th, and also at the I.E.A. Exhibition.

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

Because of pressure of space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom . .	Feb. 2.	May 4.
Outside Europe	Jan. 5.	April 6.
Europe	Dec. 1.	Mar. 2.

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the following lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the list.

*indicates fair which is held annually at approximately the time stated.

†indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists of Trade Fairs and Exhibitions

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on February 2, January 5 and December 1 respectively.

UNITED KINGDOM

Additions:

London: INTERNATIONAL REPROGRAPHIC AND INDUSTRIAL PHOTOGRAPHIC EXHIBITION – May 13-17, 1963.
At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

London: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – May 27-31, 1963.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

OUTSIDE EUROPE

Additions:

Chicago: NATIONAL BOAT SHOW – March 2-11, 1962.
* Apply, The Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

St. Louis, Missouri: 16TH ANNUAL FALL SHOE SHOW – April 29-May 2, 1962.
* At Sheraton Jefferson Hotel, Statler Hotel and the St. Louis Merchandise Mart Building. Apply, St. Louis Shoe Manufacturers' Association, 1221 Locust Street, St. Louis, Missouri.

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION 'WESCON' – August 21-24, 1962.
* Apply, Western Electronic Show and Convention, 1434 S. La Cienega Boulevard, Los Angeles 35, California.

Chicago: SIXTH ANNUAL NATIONAL BOAT TRADE SHOW – September 14-17, 1962.
* At Navy Pier. Apply, American Shows Inc., 30 North La Salle Street, Chicago 2, Illinois.

Nairobi: ROYAL AGRICULTURAL SHOW – September 26-28, 1962.
* Apply, Royal Agricultural Society of Kenya, P.O. Box 30176, Nairobi.

EUROPE

Additions:

Nancy: 1ST INTERNATIONAL EXHIBITION OF EQUIPMENT FOR THE MALT AND BREWERY INDUSTRIES – June 2-14, 1962.
Apply, Monsieur J. O. Detourbet, Commissaire General, Foire de Nancy, 7 Rue des Dominicairs, Nancy.

Naples: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 28-July 14, 1962.
* Apply, Ente Autonome Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

Innsbruck: 30TH EXPORT AND SAMPLES FAIR – September 23-30, 1962.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

Milan: INTERNATIONAL SAMPLES FAIR – April 12-27, 1964.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

Valencia: INTERNATIONAL SAMPLES FAIR – May 1-20, 1964.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia.

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-20, 1964.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel: Grosvenor 5853.)

FEDERAL GERMAN REPUBLIC: (*see page* 328 *for Fairs Goods Quotas*).

Mechanical Handling Exhibition

The Mechanical Handling Exhibition will be held at Earls Court from May 8-18, 1962 and will be open to the trade and general public.

The last exhibition was held in 1960, when 220 exhibitors took part of whom 15 came from abroad. The total attendance was over 54,000.

This year's event is expected by the organizers to be the biggest and most comprehensive of its kind ever staged in Britain and over 280 firms have booked space including many from France, Finland, Germany, Holland, Sweden, Norway and U.S.A. The equipment on show will range from small hand trucks to electronically controlled conveyors, giant mobile cranes, aerial ropeways and complete factory handling systems. The total display will occupy over 525,000 sq. ft. of exhibition space.

An interpreter service has been arranged by the organizers and help will be given in securing hotel accommodation for overseas visitors. Further information can be obtained from Mr. A. Standeven, Iliffe Publications Ltd., Dorset House, Stamford Street, London, S.E.1 (Waterloo 3333).

Acton's Industries on Show

Acton, one of the more heavily industrialized London boroughs, displays its shop window to the world every two years and trade representatives from foreign Embassies will be coming to Acton Town Hall on Wednesday, February 28, at the invitation of Acton Chamber of Commerce to see what Acton industrialists have to offer overseas' markets in 1962.

Every working day the 40-year-old borough of Acton more than doubles its population of 64,000; close on 100,000 workers come into the borough daily to help keep turning the wheels of the 700 industries occupying over 2,000 acres of the borough.

Some of the firms, who make up Acton's contribution to the export drive (and help to fill the needs of the home market) are:

D. Napier & Son Limited, a company responsible for the design, development and manufacture of the famous Deltic diesel engine and Napier turbo blowers. They are exported all over the world and British Railways have placed a large order for the Deltic; Napier Aero Engines Limited, Britain's new aero-engine company, was formed in June last year by D. Napier & Son Ltd. and Rolls-Royce Ltd. to control Napier's aero-engine manufacturing and design activities.

Ultra Electronics Limited is classified in four groups – telecom-

(*Continued on page* 299)

ACTON CHAMBER OF COMMERCE

5th INDUSTRIAL & COMMERCIAL

EXHIBITION

will be held at

TOWN HALL, ACTON, W.3

on

Wednesday, February 28th, 1962 — 12 noon to 8p.m.

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LUNCHEON

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Tickets and information from the Secretary, 5 MARKET PLACE, ACTON, W.3. ACOrn 4966

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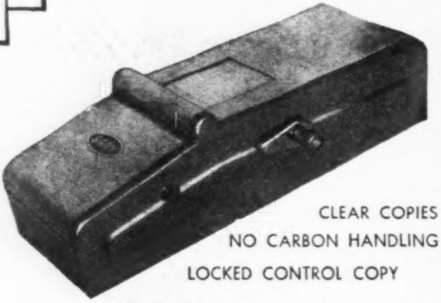

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Further information from:

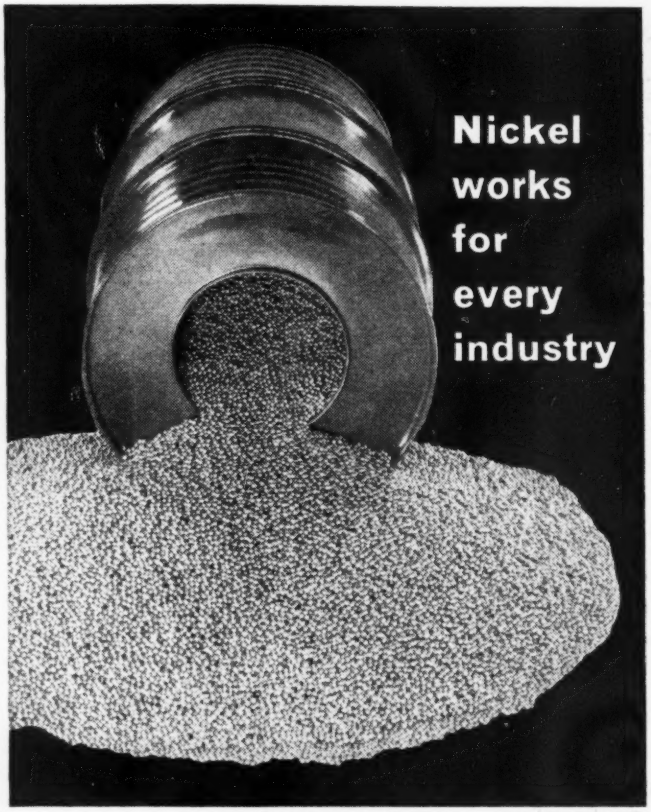
EGRY LIMITED

WARPLE WAY, ACTON, LONDON, W.3. Tel. SHE 3377

from
25 March
to 2 April
1962

LYONS International FAIR

also "SIQUEM" (International Salon of Ironmongery, Tools, Household Equipment and Heating); Trade Salon of Tableware and Table Decoration
Head office: Palais des Congres—LYON (6e) Tel. 24-29-61
Paris office: 136 Boulevard Haussmann (8e) Tel. WAGram 68-50
U.K. Representatives:
Robert Brandon & Partners Ltd.
47 Albemarle Street, London W.1
Tel. HYDe Park 0901



Nickel pellets from the Inco-Mond refinery

NICKEL WORKS HARD in every industry, especially where high strength, heat resistance and corrosion resistance are required.

The Inco-Mond organisation continues to develop and extend its resources to provide more and more improved materials for Industry.

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Steel
Radio
Television
Mining
Nuclear Power
Chemicals
Oil
Paper Making
Plastics
Textiles
Building
Machinery

Come and see the Inco-Mond Display at the Acton Chamber of Commerce Exhibition

INCO MOND **The International Nickel Company (Mond) Ltd.**
THAMES HOUSE, MILLBANK, LONDON SW1

TGA MP38A

Trade Fairs and Exhibitions (*Continued*)

munications, control and instrumentation, radar beacons and radar simulators and automatic business equipment. Each is developed to meet the requirements of different industries and of different applications within the industries, e.g. aircraft communications equipment, electrical throttle controls and the air-sea rescue equipment SARAH, which American astronaut, Lt.-Com. John Glenn will carry when he orbits the earth.

Landis & Gyr Limited's main production is electricity meters but they will be showing two examples of apparatus for the control of electricity supplies. One for the measurement of the supply and enabling control of the maximum demand by the consumer. Another is in a form of centralized control of switching operations throughout an electricity supply network or large factory premises by audio-frequency impulses injected into the mains.

The International Nickel Company (Mond) Limited's Precious Metals Refinery will be featuring the importance of nickel in good chromium plating. Their display will also explain a labelling scheme which enables the customer to recognize quality by chromium plate on goods which have been plated to the British Standard.

Acton Bolt Limited products include a range of standard high tensile commercial bolts, aircraft bolts and screws, special parts, including rod bolts, cylinder bolts, 'place' locking bolts, wheel bolts and 'Sems' assemblies, bright parts, nuts, studs and 'Stover' locking nuts, Acton Thread rolling box, tools used in the manufacture of cold headed products.

The National Industrial Fuel Efficiency Service is ready to give advice on any problem connected with the generation and use of heat and power derived from any fuel. The objectives of NIFES are to enable firms to increase production, reduce production costs and lower the costs of heating factories and commercial premises.

Sussex Rubber Company Limited's range of industrial mouldings cover the fields of chemical engineering, the food industry, civil engineering, the automobile industry and specialized products for defence projects, but also represent the majority of the modern synthetic rubbers.

The Outra Belting & Rubber Company Limited has been operating for nearly half a century as manufacturers of machinery and conveyor belting and general industrial rubber goods. Industries supplied include mining, shipbuilding, paper mills, contractors and the automobile trade. The company does extensive trade with Scandinavia, South and East Africa, South America, Canada, Australia and Europe.

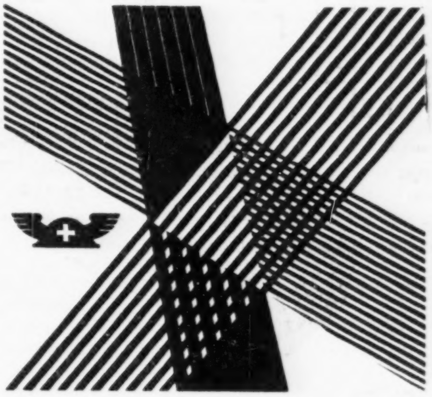
Arrow Typewriter Co. Ltd., are main distributors in the Acton area for Royal typewriters. They also retail adding machines, calculators, dictating machines and photo-copying machines.

Egry Ltd., are main distributors in Great Britain for the 'Divi' Forms burster which is capable of separating at high speed continuous marginally punched forms 3 inch-12 inch in depth. The machine is also provided with a portable decolating stand for the extraction of carbons from interleaved sets during the bursting process.

Index Drafting Co., are precision engineers, grinding specialists,

(*Continued at foot of next page*)]

Swiss Industries Fair
Basle
31st Mar.-10th Apl. 1962



In 21 halls and 27 groups Swiss industry puts its quality products on view.

Information, brochure, etc., obtainable from
THE SWISS EMBASSY,
18 Montagu Place,
London, W.1.

THE SWISS CONSULATE,
Midland Bank Buildings,
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Manchester, 2.

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High Quality Garden Tools including Shears, Pruners and Hand Cultivators
New SUPER SWORD EDGE Stainless Steel Razor Blades and Precision Nail Nippers
Also Ceremonial and Presentation Swords for every occasion

The Company's products will be displayed at the Industrial and Commercial Exhibition at Acton Town Hall, Wednesday, 28th Feb., 1962

Smaller Firms' Success in Toy Exports

BUYERS from all parts of the world saw the latest toys and games produced by some 300 exhibitors at the Ninth British Toy Fair at Brighton from January 31 to February 6. The displays occupied three leading seafront hotels and the Corn Exchange, and the exhibition was specially timed to enable oversea buyers to place orders for their Christmas trade. In an introductory message to the Fair catalogue, Mr. Frederick Erroll, President of the Board of Trade, referred to the important part in exports that was being played by the smaller and medium-sized firms in the industry as well as by their larger colleagues.

Australia, the United States, Canada, South Africa, Germany, France, Holland, Belgium, Sweden, Switzerland and Portugal were among the countries represented by visitors. The extent of overseas interest in British toys is indicated by the fact that exports increased from £8.5 million in the year ended July 31, 1960 to £9.6 million in the year ended July 31, 1961.

At the Fair, which was organized for the British Toy Manufacturers Association, first-class rail travel was provided freely for buyers between London and Brighton and there was a free car service between the various buildings.

The many innovations in toys and games presented at the Fair included a new kite claimed to be 'the highest, brightest, easiest-to-fly kite ever', the Airtoy Super Satellite Kite. It can reach a height of 1,000 feet and spins all the time it soars. (*The Airtoy Company*.); 'Optikit', scientific construction kits designed to build a host of robust working optical instruments, including terrestrial and astronomical telescopes, micro and film projectors, viewers, microscopes, magnifiers, and sextants. (*Helio Mirror Co.*); a large box, which can act as a table on which to play games, and itself contains thirty games. It should appeal to parents as all the games have to be put away when finished so as to form the box. (*Cavendish Distributors Co.*); feltwork kits which enable youngsters to make presents for their parents and friends. The kit contains ready-cut felt shapes with holes for sewing ready punched and everything to make egg cosies, book markers and many other useful gifts. (*Atlas Handicrafts, Ltd.*); an entirely new type of toy which can be used either way up. Made of strong tubular steel with small rubber wheels, it can be a rocker, a cart, a swing or, with its two seats added, it becomes a see-saw. (*Minibrix, Ltd.*); and finally, three talking dolls. They speak eleven different sentences, each at the pull of a small cord.

Acton's Industries on Show (*Continued*)

and form tool specialists, also carrying out the work of milling, drilling and high precision capstan work, tool turning and tool making. They also manufacture small component parts.

Wilkinson Sword Ltd., established since 1772, came to Acton at the turn of the century and were no sooner installed than they were producing bayonets for the 1914/18 war – over two million in fact – as well as bullet-proof service safety jackets. In 1920 Wilkinson Sword produced their first pruning shear and have been engaged in the manufacture of gardening tools of high quality ever since. The company also have a long connection with shaving – producing their first safety razor in 1898 with a hollow ground stroppable blade. Their latest shaving product is the Super Sword stainless razor blade.

British Fortnight in Geneva

FOLLOWING THE SUCCESSFUL British Weeks held in Basle in February last year, the associations representing the most important shopping streets in Geneva, in co-operation with the British Embassy in Berne, the British Chamber of Commerce for Switzerland, the British Council, British Railways and British European Airways, are planning to hold a British Fortnight from October 1-13, 1962. This British Fortnight will be under the patronage of H.M. Ambassador in Berne and of the British Chamber of Commerce for Switzerland.

Geneva is the third largest city in Switzerland and is, of course, the

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headquarters of many international organizations. Its proximity to the French Frontier and its common language with that country makes Geneva in addition, a centre of attraction for visitors from France. The area to be covered by the event is bounded by the left bank of the Rhone on one side and the Rues Basses on the other. This includes a very large proportion of the better quality shops in the city.

For two weeks the streets in this area will be decorated with British flags and bunting and the shops will carry window displays of British goods, backed up by large stocks inside. Arrangements are being made for the largest department store in Geneva to feature in its premises the special exhibition 'Britain Past and Present', which the Board of Trade has had especially constructed for display overseas. Two of the leading fashion associations in Britain have agreed to put on fashion shows of the newest styles in British ready-to-wear garments, The British Motor trade has given an assurance that it will co-operate in the Fortnight through the local representatives in Switzerland of British firms.

A full programme of supporting events is being planned by the Organizing Committee, which consists of representatives of the British bodies mentioned above and of Genevese interests. It is hoped to bring over a Scottish pipe-band with dancers for the opening and, if permission can be obtained from the Municipal Transport Authorities, to have a London double-decker bus circulating through the beflagged streets. The Genevese are anxious to have one or two London policemen on patrol and to persuade one of our leading football clubs to meet the Swiss champions, Servette, at the time of the Fortnight. One of the leading restaurants in Geneva is being approached with a view to running a 'gastronomic' Fortnight so that the people of Geneva may have an opportunity to try British food and British Beer. On the cultural side, the British Council is in touch with theatrical agencies in Geneva and the British managers concerned to arrange for the visit of a British ballet company, a British symphony orchestra and a British theatrical group. Steps are also being taken to arrange for a festival of British feature films and showings of outstanding British documentaries.

Those British firms whose goods are already on sale in shops in the area of Geneva covered by the Fortnight will be informed of the event individually by the British Chamber of Commerce for Switzerland, with the request that they make a contribution of £20 in each case towards meeting the costs of publicity and the programme of supporting events. The Geneva shops concerned have, however, expressed great interest in receiving offers of goods from British firms with whom they have as yet no connection. The lines handled by these shops include the following:

Men's outerwear.
Footwear.
Hats.
Corsets.
Ladies' outerwear.
Knitted goods.
Blouses.
Lingerie.
Piece goods.
Handbags.
Socks and stockings.
Furs.
Leather goods.
Sports goods, including boating equipment.
Gloves.
Jewellery.
Household linen.
Carpets.
Ties,
Dressing gowns.
Ornamental brassware and fancy metal goods.
Sporting guns and rifles.
Smokers' accessories.
Foodstuffs and beverages.
Spirits, gin and whisky.
Furniture and furnishing fabrics.
Optical goods.
Books and stationery.
Glassware and chinaware.
Perfumery and toilet articles.
Pharmaceuticals and druggists' sundries.
Silverware and cutlery.

It is suggested that those British firms who would like to have their goods on sale in Geneva during the British Fortnight should send their offers (including samples wherever possible) in the first instance to the British Chamber of Commerce, St. Jakobsstrasse 21, Basle, who will pass them on through the British Consulate-General in Geneva to interested shops. If an agreement is reached with one of the latter to stock and display the goods, it is hoped that the British firm concerned may find it possible to make some contribution towards the expenses of the British Fortnight. This should be paid to the British Chamber of Commerce for Switzerland, Lloyds Bank (Foreign) Ltd., 10, Moorgate, London, E.C.2.

Blackpool Gifts Fair

At the opening ceremony, Mr. Elkan Simons, chairman of the International Gifts Fair at Blackpool (February 5-9) referred to the exploratory tours in Europe which the organizers of the Fair made last year. He said: 'We discussed the problems involved in expanding our trade with Europe, and we learned a lot about what is right and wrong with Britain's gift industry. We were encouraged to find that this country has opportunities in the markets of Europe and the world if we have the courage and initiative to seize them.'

The fair, the thirteenth in the series, was the biggest ever, covering 400 thousand square feet of exhibition space. The majority of the 1,000 exhibitors were British, but a section of the Fair was devoted to overseas manufacturers exhibiting directly or through their British agents. Among the foreign products displayed were glass, wood and metalwork from Scandinavia, pottery from Italy, Portugal and China, Spanish wrought ironwork, French artificial flowers and wood carvings and figurines from Russia and Bulgaria. (*see page* 273).

U.S. Toys Displayed in London

An exhibition featuring American toys, the purpose of which was to promote agency relationships between American toy manufacturers and British representatives was recently held at the United States Trade 'Center' at 57 St. James's Street, London, W.1. The exhibition which lasted seventeen days from January 22 to February 7 featured the products of 33 American toy manufacturers.

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

GENERAL

Notice No.	
106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export and not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notice to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory when exported.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
56	Drawback on British manufactured saccharin and saccharin goods when exported.
220	Drawback on silk and man-made fibres.
48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
130 and 130A	Sugar Act 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
212	Drawback on blended tea.

* Also obtainable from any Bank.

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a branch in

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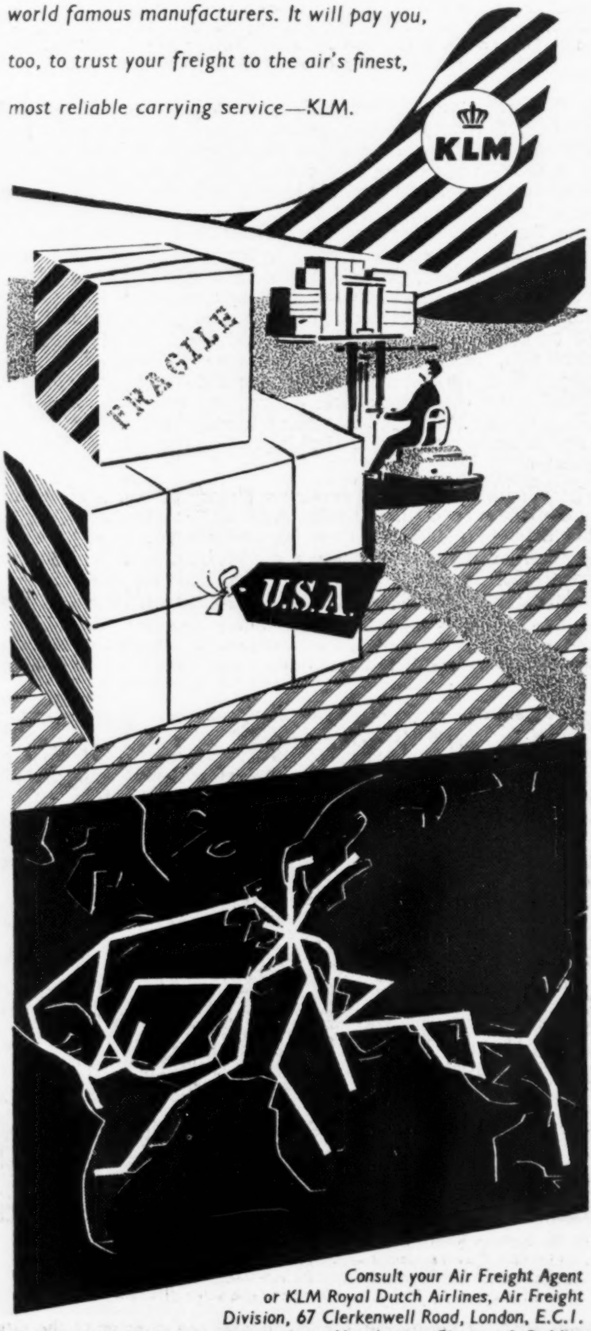

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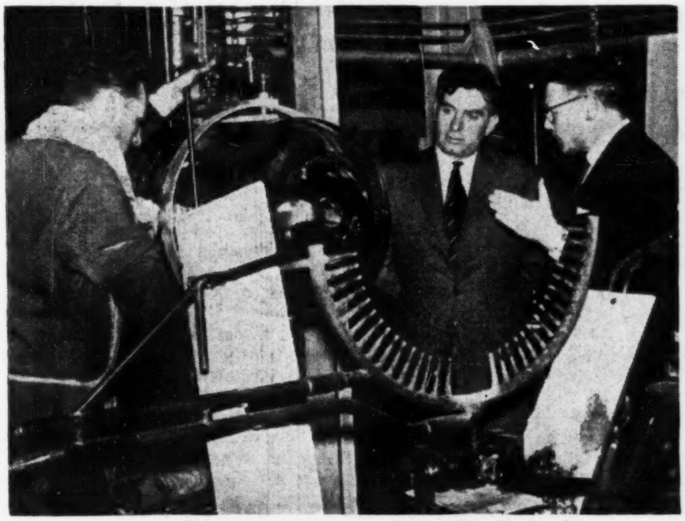
MEN BEHIND THE EXPORT DRIVE

Seen below at the Ronuk works at Portslade are from *left to right*: Mr. G. H. Webb, director of Ronuk Ltd., Mr. Anthony Marlowe, M.P., Mr. E. J. V. Standley, Board of Trade (London and South Eastern Regional Office); and Mr. J. R.Morris, managing director of Izal (Overseas) Ltd.

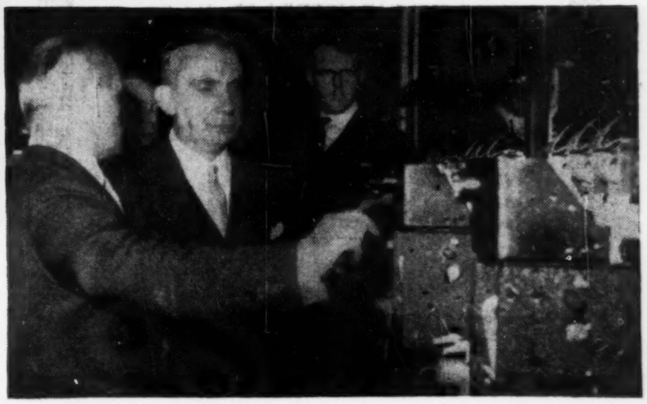
During a visit to the Briton Brush Co.'s Norfolk plant, Mr. F. R. Wright (*centre*), the company's managing director, discusses a finishing operation of varnish brushes with Mr. D. A. Wilson (*left*), Regional Controller, Board of Trade, Eastern Region; and Mr. John Hill, M.P. ▶



Mr. N. R. Rennie (*centre*), Board of Trade, Birmingham, at the factory of Quickfit and Quartz Limited, makers of interchangeable laboratory glassware, at Stone, Staffordshire, being shown lathe-working of a chemical plant section by Mr. E. L. Harrison, the sales director.

Professor G. N. Pezopoulos, general manager and director of the Greek Public Power Corporation of Athens, at the switchgear works of J. G. Statter & Company (Metal Industries Group), at Amersham, Bucks. (*Left to right*) are Mr. Peter Jardine, the firm's managing director, Professor Pezopoulos, and Mr. M. W. Davies of the Board of Trade.

Mr. Barry Kay (*foreground*), Regional Controller, Board of Trade, London and South Eastern Region, at H. J. Heinz Co. Ltd., Harlesden.



Questions in Parliament (*Continued*)

Tuesday February 6

Protective Duties and E.E.C.

A question was asked on the basis of 1960 imports into the United Kingdom from the European Economic Community, and the current rates of protective duties, what estimate had been made of the loss to the revenue from the total removal of these duties if Great Britain joined the European Economic Community.

In reply Sir Keith Joseph said about £40 million.

Anglo-Japanese Trade

In reply to questions about the trade negotiations with Japan, which had resulted in an increase in the quotas of manufactured goods to be imported from Japan, Sir Keith Joseph said that the negotiations ended on December 22, 1961, when an Anglo-Japanese trade arrangement was signed for the period of 12 months ending September 30, 1962. Japan had made considerable progress in relaxing her import restrictions and under the arrangement British exporters would share fully in the benefit of her recent liberalization measures and in increased quotas for goods still subject to control. In return, we had further relaxed some of the restrictions on our side. The Board of Trade were constantly in touch with trade associations and individual businesses in many industries and their views on imports from Japan were taken fully into account. All the Colonial Governments were also consulted. No changes were made in the arrangements relating to imports of Japanese goods into the Colonies.

In reply to further questions, the Minister said that nearly all our import quotas for Japanese goods had been increased as part of a bargain which would enable British exporters to benefit from substantial relaxations in Japanese import restrictions, and would, he hoped, lead to an increase in trade all round.

Anglo-Japanese Commercial Treaty

Asked what was the present position of the negotiations for a long-term commercial treaty between the United Kingdom and Japan; and whether he would include a clause in that treaty which would give the United Kingdom the right to restrict imports of specific items in cases where imports of these items showed a sudden sharp increase, Sir Keith Joseph said that these negotiations were resumed last November and good progress was being made. 'I am not able to make any further statement at present but the hon. Member may rest assured that we intend to obtain adequate safeguards against disruptive competition,' he added.

***Board of Trade Journal* article on U.K. Trade**

The President was asked why an article entitled 'United Kingdom Trade in 1961,' covering 12 pages of the *Board of Trade Journal* of January 26, 1962, and containing more than 20 statistical tables and diagrams, gave no statistics relating to trade with the Commonwealth as a trading area, nor made any reference to it in the text, contrary to the usual policy pursued in the monthly Trade and Navigation Accounts, and in the Annual Statement of Trade, both of which were prepared in his department.

Sir Keith Joseph replied: 'The grouping of countries used in this analysis distinguishes our trade with sterling countries from our trade with other countries. This distinction is important when we are considering our balance of payments position.'

Promotion of Exports to Sterling Area

Asked what consideration had been given to the need for special machinery to promote exports to other parts of the sterling area, having regard to the achievements of the export councils for the western hemisphere and for Europe, Sir Keith Joseph said that the President would lose no opportunity of doing all he could to promote exports to the sterling area, but he did not think that it would be appropriate to set up more export councils for this purpose.

Cotton Industry Reorganization

The President was asked in view of the recurring anxieties of the cotton industry and the present substantial increase in short-time working whether, in addition to re-examining the short-term problem, he would initiate with the industry discussions directed towards reorganization of management and a vertical structure of the industry.

Mr. Niall Macpherson said in reply that the President had already drawn the industry's attention to the importance of keeping its structure and management practices in line with present-day needs. This was essentially a matter which firms must solve for themselves, but he was glad to know that the Cotton Board and other organizations connected with the industry were very active in disseminating information and stimulating discussion on it.

Recent Export Achievements

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Vitreous Enamelling Plant for Japan

A contract has been obtained from Japan by The Incandescent Heat Co. Ltd. for a complete vitreous enamelling plant consisting of an oil fired Jetube continuous enamelling furnace and a double pass drying oven, complete with pickling, washing and drying plant, grinding mills and spray booths. The order has been placed by The Marubeni Iida Co. for installation in the works of the Sunwave Industrial Co. Ltd., Tokyo.

Windfinding Radar for Greenland

British windfinding radar has now been adopted for Artic service in Greenland at the Narssarssuaq weather station. The Danish Meteorological Institute, which is responsible for the service, has recently completed the installation of a Decca Type WF 2 windfinding radar there. The radar equipment was originally delivered to the Danish Meteorological Institute, Copenhagen, where it successfully completed a series of rigorous trials before being shipped to Greenland.

Induction Melting Furnace for Irish Republic

A 3-ton mains frequency induction melting furnace has recently been inspected at the Dudley Works of G.W.B. Furnaces Ltd. before despatch to Precision Alloys Ltd., Dublin. The melting furnace is only part of an order placed with G.W.B. by Precision Alloys Ltd. Recently two electric batch furnaces were consigned to Eire where they will be used for annealing and general heat treatment of precision castings.

Giant Walking Dragline for Italy

An order for a giant walking dragline to be used for stripping overburden from lignite coal deposits in the Province of Potenza, Italy, has been received by Ransomes and Rapier Ltd., Ipswich, members of the Newton Chambers Group. The value of the machine – a RapieR W1800 to be supplied to Societa Meridionale di Electtricita together with spare parts will not be far short of a million pounds.

Pumps for Malayan Power Station

An order for four 27-inch vertical-spindle, double-suction, centrifugal circulating-water pumps has been placed with W. H. Allen Sons & Co. Ltd., of Bedford, by Aiton & Co. Ltd., on behalf of the Central Electricity Board, Federation of Malaya. The pumps which are for the Johore Bahru Power Station, will each have a duty of 13,000 gallons/minute against a total head of 34 feet when running at 585 r.p.m. Consulting engineers for the contract are Preece, Cardew and Rider of Queen Anne's Gate, London.

Factory Plant for Roumania

The Sturtevant Engineering Co., of London have obtained a £1 million contract from Roumania, covering the supply and installation of plant and machinery for a new factory to produce high grade sanitary fittings, door and window furniture.

Auditorium Seating for U.S.A.

Large orders for auditorium seating have been received by Race Furniture Ltd., of London, from Colorado College, and the organizers of the World Fair Century 21 Exposition, to be held later this year at Seattle, Washington.

Export Achievements (*Continued*)

Dexion Equipment for Western Germany

Dexion Ltd., announce that £16,000 worth of Dexion storage racking has been installed at Klein, Schanzlin and Becker, a firm manufacturing pumps and fittings at Pegnitz, 30 miles from Nuremberg. Forty-thousand feet of angle are used in all, and the installation was completed in 150 man-days.

Lubricating Materials for Poland

John W. Miller & Son Ltd., of Brighouse, Yorkshire, lubrication technologists, announce that their 'Black-Moly' range of molybdenum disulphide oils, greases and pastes is to be officially recommended for the lubrication of all machine tools manufactured in Poland.

Extruders for Australia

Fawcett Preston, a company in the Metal Industries Group, has received orders worth £29,000 for extruders of various sizes. The largest, a six-inch machine for coating electrical cables, is to be supplied to M.I. Australia Pty. Ltd., for a customer in New South Wales.

Argentine Hydro-Electric Scheme

A £10 million contract for a dam and hydro-electric power station has been awarded to two British companies, Richard Costain and English Electric, for the Government of the Province of Tucuman, Argentina. The project will be substantially complete in 1965.

Steel Buildings for Nigeria

Sanders & Forster Ltd., of Bridgwater House, Stratford, London, have received an order from the Societe Commerciale de l'Ouest Africain for two of their standard clear portal buildings. The shipping weight of the steelwork and cladding will be 160 tons.

Radio Masts and Towers for Overseas Countries

British Insulated Callender's Construction Co. Ltd., of London, have orders for masts and towers to be used for radio communication in the Bahamas, British Guiana, Egypt, Holland, Kuwait, Nigeria, Peru, Pitcairn Island and Turkey. Over 50 structures are involved and the total value exceeds £20,000.

Steel Towers and Insulators for Pakistan

British Insulated Callender's Construction Co. Ltd., have received an order valued at over £130,000 for the supply of steel towers and insulators to be used in the construction of a 66 kV overhead transmission line for the Water and Power Development Authority of East Pakistan. The towers will be fabricated and galvanized at the Hereford works of Painter Bros. Ltd., a member of the BICC Group.

Coke Ovens for South Africa

Woodall-Duckham Construction Co. Ltd., of London, have received an order from the South African Iron and Steel Industrial Corporation Ltd., for a large extension to the coke oven plant at Vanderbijl Park Works amounting to £4.75 million.

Valves for Iran

Orders totalling over £60,000 have been received by the Newman Hender Group of Stroud, Gloucestershire, for oil production valves for the Iranian oilfields.

Rope and Twine-making Plant for Suez Canal Authority

James Mackie & Sons Ltd., Belfast, have recently secured a contract from the Suez Canal Authority for the installation of a complete rope and twine-making plant.

Electron Linear Accelerator for West Germany

A.E.I. have completed an order worth a quarter of a million pounds for the design, manufacture and installation of a high energy electron linear accelerator for the Deutsches Elektronen Synchrotron (D.E.S.Y.) organization at Hamburg.

Onia-Gegi Catalytic Oil Gas Plant for Japan

Humphrey & Glasgow Ltd., have received two orders for Onia-Gegi catalytic oil gas plant from Japan. The first is at Hokko, and the second is at Kobe.

Cotton Mill for Brazil

Platt Bros. (Sales) Ltd. (Stone-Platt Group) have secured the contract for a complete cotton mill in Brazil. Valued at £400,000, the contract embraces a total of over 20,000 cotton spinning spindles, together with the necessary preparatory and ancillary machinery.

Zinc Lead Smelter for Roumania

The Power-Gas Corporation Ltd. (Davy-Ashmore Group) and Huntington Heberlein & Co. Ltd. (Simon Engineering Group) have been awarded a contract by Masinimport Roumania for a zinc lead smelting plant incorporating the Imperial smelting process complete with sinter plant. The total cost of equipment and the installation will be of the order of £5 million.

Turbo-Generators for Trinidad and Tobago

Turbo-generators and associated transformers worth over £1¼ million are to be supplied to the Trinidad and Tobago Electricity Commission by C. A. Parsons & Co. Ltd. of Newcastle-on-Tyne.

Mattresses for Panama

Dunlop Rubber Co. Ltd., announce that the newly completed Social Security Hospital, Panama, has been equipped throughout with more than 260 Dunlopillo mattresses supplied from Britain.

Instrument Landing System for Greece

Pye Telecommunications Ltd., of Cambridge, have received an order to equip the main runway at Athens Airport with a Pye Instrument Landing System. Aircraft on the eastern routes now have Pye I.L.S. available at civil airfields in Britain, and in the following capitals: Geneva, Belgrade, Prague, Budapest, Athens, Nairobi, Bahrain and Hong Kong.

Civil Secondary Radar for Continental Europe

Cossor Radar & Electronics Ltd., of Harlow, Essex, state that the first civil ground secondary surveillance radar in Continental Europe is to be installed in France early this year. The equipment has been ordered by the French Secretariat General a l'Aviation Civile for its Service Technique de la Navigation Aerienne.

Printing for Export

A monthly magazine called 'Ghana Reconstructs' is printed by Jordan-Gaskell Ltd., in London – some 3,500 miles from the publishers, the Ghana Government. This requires close and meticulous liaison between editorial office and the printing works. Copy and photographs are collected and edited in Accra, and then flown direct to London, where the articles, having been arranged in sequence, and 'laid out' in pages in Jordan-Gaskell's art studio. Photocopies are then made and, while the art work is still being completed, are flown out to Ghana. When these have been approved, blocks are made for the illustrations and page proofs prepared. After they in turn have been flown out and passed for press by the editor, 'Ghana Reconstructs' is finally printed and bound, and copies are despatched by Jordan-Gaskell direct to addresses throughout the world. Meanwhile, the next two issues of the magazine are already passing through the production pipeline. The firm concerned state that their achievement has been to show how, by careful planning, co-operation and skilled craftsmanship, a British printer can produce, to a tight schedule and without supervision, high-quality work for a customer several thousand miles distant.

Epicyclic Gears for Five Countries

Orders for a total of 24 Allen-Stoeckicht epicyclic gear units for Canada, Australia, Argentina, Greece and India are announced by W. H. Allen Sons & Co. Ltd., of Bedford.

Margarine Wrapping Machines for Poland

Brecknell, Dolman & Rogers Ltd., of Bristol, have secured an order from the Polish Purchasing Organization, Polimex, for an additional six Mk. II margarine wrapping machines and spare parts to a value of approximately £25,000. The firm have, in the last three years, received orders from Poland for a total of 28 machines of the various models of automatic butter/margarine moulding and wrapping machines which are manufactured by them.

D.C.O.

HAMBURG

NEW YORK · SAN FRANCISCO

GIBRALTAR · MALTA

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ISRAEL · CYPRUS

TRINIDAD · TOBAGO · JAMAICA

LIBYA · SUDAN

WINDWARD & LEEWARD ISLES

KENYA · SEYCHELLES

BRITISH GUIANA

THE RHODESIAS & NYASALAND

BRITISH HONDURAS

TANGANYIKA · UGANDA

NIGERIA · CAMEROONS

PORTUGUESE EAST AFRICA

GHANA

SWAZILAND · BASUTOLAND

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BARCLAYS BANK D.C.O.

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OVER 1,250 OFFICES IN 41 COUNTRIES

Overseas Trade Section

Trade and Financial Arrangements

Sweden and Roumania

ACCORDING to a communique issued by the Swedish Ministry for Foreign Affairs a new Trade Agreement between Sweden and Roumania, covering the period January 1 to December 31, 1962, has been confirmed by an Exchange of Notes between the Swedish Foreign Minister and the Roumanian Minister to Sweden.

The new agreement provides for increased Swedish exports, particularly of machinery for the foodstuffs and woodworking industries, other machinery and tools, resistance material, paper and board and hides and skins including prepared leather. New quotas have been established for certain goods including pedigree hogs, ceramic tiles, sanitary earthenware, welding electrodes and taxi meters. The agreement also provides for increased Roumanian exports of mineral oils, chemical products, iron and steel and miscellaneous foodstuffs.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extension 680).

France and Portugal

AN ANNOUNCEMENT of the extension of the trade agreement between France and Portugal of March 25, 1961, has been published in the French *Journal Officiel* of January 28, 1962. The extension is for a period of one year from January 1 to December 31, 1962.

Cable for Polish Floating Dock

A.E.I. Ltd., have supplied all the cable for a floating dock built at Haverton Hill-on-Tees by the Furness Shipbuilding Co. Ltd. for Centromer, Warsaw, Poland.

Greece and Denmark

BY AN EXCHANGE of Notes in Athens on December 12, 1961, the Greek and Danish Governments have agreed on the regulation of trade between the two countries for the period August 25, 1961 to August 24, 1962.

Quotas for Greek exports to Denmark, expressed in thousands of Danish kroner, are: raisins (450); wine (500); orange, lemon and grape fruit juice in retail packing up to about 5 kg. (100); new potatoes (1000 tons); artichokes (25).

Italy and Poland

UNDER the long-term agreement signed on November 27, 1960, between Italy and Poland, quota lists have been agreed for 1962, covering a wide variety of goods.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, extensions 340, 345.)

GATT Survey on Commercial Policy

The *Board of Trade Journal* heads the list of sources of information in the recent GATT survey 'Developments in Commercial Policy' (January-June 1961). Inquiries for copies should be addressed to the Secretariat of the General Agreement on Tariffs and Trade, Villa le Bocage, Palais des Nations, Geneva, Switzerland.

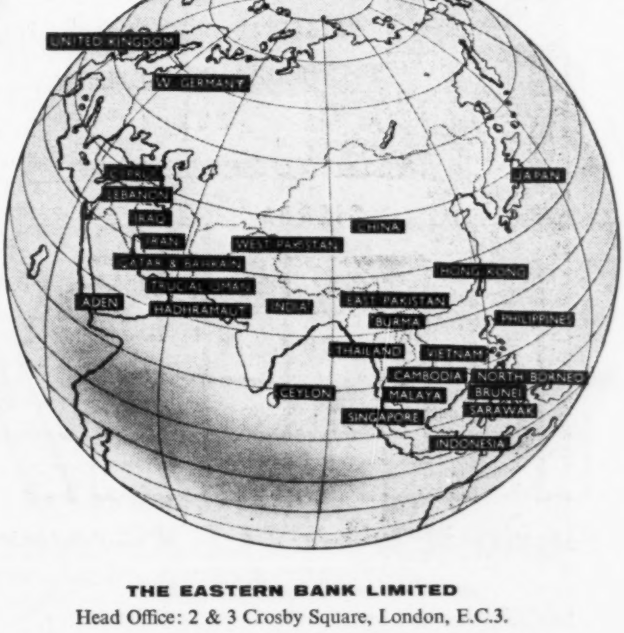
EXPORT DRIVE

For trade with the East consult

THE
CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 190 branches in twenty-six territories, as shown in the map above.



THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
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CVS-401

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin.*

The *Bulletin,* published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

AUSTRALIA

Pumps for Metropolitan Water Sewerage and Drainage Board. March 6. E.S.B. 3116/62.*

Switchgear for Melbourne City Council (Further Information). Tender documents now available for loan. E.S.B. 2326/62.*

Electricity Commission of New South Wales:

Control Room Equipment. March 19. E.S.B. 3117/62.*

Circuit Breakers. March 19. E.S.B. 3118/62.*

Postmaster-General's Department:

Telephone Parts and Accessories. April 3. E.S.B. 2921/62.*

Microwave Test Equipment. April 12. E.S.B. 2920/62.*

Diesel Alternators and Control Cubicles. Tender documents now available. E.S.B. 2325/62.*

BRAZIL

Municipal Council of Porto Alegre:

Water Treatment Plant. April 25 to 27. Tender documents available for loan. E.S.B. 2993/62.*

Garbage Collection and Processing. February 28. Tender documents available for loan. E.S.B. 2992/62.*

BURMA

Services' Clothing and Kit for Ministry of Defence. February 28. E.S.B. 3186/62.*

Vacuum Hose Pipes for Burma Railways. February 26. E.S.B. 3110/62.*

Parts for Diesel Engine for Director-General, Posts and Telecommunications. February 22. E.S.B. 3185/62.*

Cables for Electricity Supply Board. March 7. E.S.B. 3111/62.*

Burma Purchase Board:

Switches: Push Button Starters. February 21. E.S.B. 3408/62.*

Steel Pins. February 20. E.S.B. 3115/62.*

Automobile Accessories. February 21. E.S.B. 3407/62.*

Cloth. February 20. E.S.B. 3114/62.*

Copper Tubes. February 20. E.S.B. 3113/62.*

Electrodes. February 21. E.S.B. 3123/62.*

EGYPT

Railway Flat Trucks for Egyptian Railways. February 28. E.S.B. 3981/62.

Paint for Ministry of Communications (Further Information). E.S.B. 2334/62.

Consultant and Engineering Services for General Organization for Executing the Five-year Industrial Plan. February 28. E.S.B. 2925/62.*

FORMOSA

Stirrers: Air Compressors: Pumps; Reaction Vessels for Central Trust of China. February 20. E.S.B. 3471/62.*

FRANCE

Hospital Modernization for Regional Hospital Centre. February 19. E.S.B. 3103/62.*

Headquarters Command, SHAPE, Paris:

Welding Materials. February 22. E.S.B. 3180/62.*

Paper Board: Transparent Acetate Rolls. February 19. E.S.B. 2905/62.*

Vehicles. March 5. A limited number of tender documents available for loan. E.S.B. 2927/62.*

Paper. February 28. E.S.B. 2928/62.*

GHANA

Signal Materials for Ghana Supply Commission. February 22. E.S.B. 3154/62.*

GREECE

Boots for the Ministry of National Defence (G.E.S.). March 3. E.S.B. 34942/61.*

Ministry of Trade:

Steel Plates. February 24. E.S.B. 2903/62.*

Steel Bars. February 27. E.S.B. 2392/62.*

INDIA

Aerial Ropeway Equipment for G. & K. Minerals Ltd., Srinagar. March 16. E.S.B. 3181/62.

Marine Equipment for Hindustan Shipyard Ltd. Tender documents, not including Specifications, available for loan. E.S.B 435/62.*

Ropeway Project for Government of Assam (Further Information). Closing date postponed to February 28. E.S.B. 22451/61.

Transformers for Mysore State Electricity Board. Closing date postponed to March 9. E.S.B. 2957/62.*

Rear Dumpers for the Flood Control Department. March 3. E.S.B. 3429/62.

Andhra Pradesh Electricity Department:

Crane. Closing date postponed to March 3. E.S.B. 39776/61.

132 kV Transmission Lines. March 1. E.S.B. 2972/62.*

Director-General of Supplies and Disposals:

Sulphuric Acid Plant. March 28. E.S.B. 3132/62.*

Rolling Rings. February 28. E.S.B. 3131/62.*

National Coal Development Corporation Ltd.:

Pressure Filter Unit. February 27. E.S.B. 3153/62.

Pumps. February 27. E.S.B. 3152/62.*

Madras State Electricity Board:

Contractors' Plant. Closing date postponed to February 15. E.S.B. 39777/61.*

Power Station Plant. Closing date postponed to May 1. E.S.B. 38538/61.*

IRAN

Cloth for Ministry of Industries and Mines. March 6. E.S.B. 3445/62.*

Ministry of Finance:

Vehicles. February 19. E.S.B. 3130/62.*

Aniline Printing Inks. February 22. E.S.B. 3182/62.*

Wrapping Paper. February 20. E.S.B. 3183/62.*

Glue. February 21. E.S.B. 3444/62.*

Iranian Tobacco Monopoly:

Cigarette Filters: Imitation Cork Tape. March 17. E.S.B. 3446/62.*

Aluminium Foil. March 12. E.S.B. 3447/62.*

Cigarette Paper Booklets. March 6. E.S.B. 2994/62*

Dairy Administration:

Vehicles (Further Information). Closing date postponed to March 30. Tender documents now available for loan. E.S.B. 540/62.*

Aluminium Foil (Further Information). March 10. Tender documents now available for loan. E.S.B. 474/62.*

Iraqi Ports Administration:

Stadium Lighting. March 14. E.S.B. 2984/62.

Air Conditioning Units. February 28. E.S.B. 2987/62.

Armoured Car. March 14. E.S.B. 2985/62.

Central Foreign Purchasing Board:

Fire-proof Suits: Vehicles (Further Information). Tender documents (partly in Arabic) now available for loan. E.S.B. 2302/62.*

Laboratory Equipment. Tender documents now available for loan. E.S.B. 800/62.*

Fire Fighting Chemicals. February 25. E.S.B. 2986/62.

Beacons; Teleprinter Concentrator. Tender documents now available for loan. E.S.B. 2303/62.*

JORDAN

Steel Pipes for Jordan Petroleum Refinery Co., S.A. March 8. E.S.B. 3200/62.*

KOREA

Plant for Manufacturing Synthetic Condensed Milk for Office of Supply. February 26. E.S.B. 3107/62/DLF.*

MALAYA

Pulp and Paper Mill for Federation of Malaya Fertilizer and Paper Industrial Co-operative Society Ltd. (Further Information). Closing date postponed to February 28. E.S.B. 271/62.

Public Works Department:

Stone Crushing Plant. March 26. E.S.B. 3137/62.

Piling Equipment. February 21. E.S.B. 3136/62.

Printing Paper. February 24. E.S.B. 3473/62.

MOROCCO

Turbo-Alternators for the Ministry of Public Works. Tender documents (in French) now available. E.S.B. 37521/61.*

NEW ZEALAND

Cable for Dunedin City Corporation Electricity Department. March 2. E.S.B. 2951/62.*

Ministry of Works:

Towels. February 28. E.S.B. 3148/62.*

Construction of Airport (Further Informaton). Tender documents now available for loan. E.S.B. 36980/61.

NORWAY

Vehicles for Allied Forces, Northern Europe. February 28. Tender documents available for loan. E.S.B. 3478/62.*

PAKISTAN

Brick Pressing Machine for Pakistan West Railway. February 26. E.S.B. 3196/62.

Posts and Telegraphs Directorate General:

Transmitter. March 5, E.S.B. 3194/62.

Radio Accessories; Coaxial Cable and Wire. March 3. E.S.B. 3193/62.

Directorate of Supply:

Brash Damping Machine; Cloth Examining Machine. February 21. E.S.B. 3198/62.

Vehicles (Further information). Closing date now February 26. E.S.B. 34960/61.*

(*Continued on page* 311)

F. W. WOOLWORTH AND CO., LIMITED.

◆

The following are extracts from the statement by Mr. F. L. Chaplin (Chairman) circulated to Stockholders :

CONSOLIDATED PROFIT AND LOSS

The consolidated net profit before taxation amounted to £32,586,783, as compared with £31,303,554 for 1960, an increase of £1,283,229 or 4.1%. The increase in taxation of £1,296,745 is greater than the increase in profits before tax, mainly as a result of the further rise of 2½% in the rate of Profits Tax over the full year.

The profit after taxation at £14,984,734 shows a slight reduction of £13,516, but the net surplus for the year at £15,184,181 is £519,412 more than in 1960.

The Directors have transferred £2,500,000 (as against £2,000,000 in 1960) to General Reserve and the balance carried forward has been increased by £2,130,041 to £7,609,548. The proposed final dividend at 1s. 3d. per unit is the same as for 1960.

CONSOLIDATED BALANCE SHEET

The value of fixed assets before Provision for Depreciation has increased over 1960 by £8,566,938 and the net increase after Depreciation amounted to £6,907,093.

Net current assets at £14,765,904 show a reduction of £1,167,934.

SALES

During the early part of 1961 sales were disappointing as compared with 1960 but they gradually improved, and with a satisfactory Christmas trade, having regard to the weather conditions in certain parts of the country, turnover for the year proved to be a new record in the history of the Company, despite the fact that there were two less shopping days in 1961 as compared with 1960.

ADVERTISING

During the year we continued advertising in the Press and on Television. We believe that this service has been of benefit to our customers and we are promoting a similar campaign during the current year.

FOOD BUYING FACILITIES

It is our belief that as far as possible the housewife likes to do all her shopping under one roof and with this in mind we have in recent years extended facilities for buying food in our stores. We now have twenty-four stores equipped with the latest refrigeration machinery for handling and retailing fresh meat under the most hygienic conditions. From its inception this service has been well received and ever-increasing sales testify to the appreciation shown by our customers. Delicatessen also is an important factor of our food service and in the grocery sections of our stores we have increased and are increasing the range to cater adequately for the public's requirements.

DEVELOPMENT PROGRAMME

During the year your Directors approved development projects the total cost of which, together with projects previously approved and not yet completed, will amount to approximately £28,000,000 which will be spread over the next few years.

STAFF

I should like to take this opportunity of expressing to all employees of the Company our sincere appreciation of their loyal and devoted service throughout the year.

THE FUTURE

We know that we are going to be faced with a material increase in overhead expenses and that the constant squeeze on profit margins is likely to persist. We also know that we shall have to meet more and more intensive competition. Our future profits depend on the extent to which we can continue to increase our turnover.

Our ambitious programme for future store development when completed will enable us to give better service to more customers and I have every confidence in the ability of our team of buyers to continue to put on our counters first-class merchandise at competitive prices. We are keeping abreast of the constant changes in consumer demand brought about by social changes and higher average incomes and we are continually striving to upgrade as well as improve the quality and presentation of the items in our vast range.

Information for U.K. Exporters (*Continued*)

Eastern Railway:

Steel Plates. February 27. E.S.B. 3192/62.
Black Steel Sheets. February 27. E.S.B. 3191/62
Inert Dry Cells. March 12. E.S.B. 3190/62.

Water and Power Development Authority:

Meters. February 20. E.S.B. 3134/62.*
Rectifiers. February 20. E.S.B 3135/62.*
Tractors. February 26. E.S.B. 3430/62.
Circuit Breakers. February 20. E.S.B. 3133/62.*
Radial Gates and Hoists. February 28. E.S.B. 3440/62.
Cars; Passenger Bus; Motor Launches. February 23. E.S.B. 3019/62.*

PORTUGUESE WEST AFRICA

Crane for Port Authorities of Luanda (Further Information). Closing date postponed to March 15. E.S.B. 36960/61.

Servico de Compras e Armazens da Direccao da Exploracao do Porto e caminho Deferro de Luanda:

Transformers; Cable. March 27. E.S.B. 3175/62.
Calcium Carbide; Paraffin; Sandpaper; Electric Bulbs; Brushes; Choppers; Lead and Tin. February 23. E.S.B. 3176/62.

RHODESIA AND NYASALAND

Telephone Exchange for City Engineer's Department, Salisbury. February 20. E.S.B 3450/62.*

Rhodesia Railways:

Moulding Machines. February 22. E.S.B. 2982/62.*
Milling Machine. March 14. E.S.B 27354/61.*

Federal Tender Board:

Flannelette. February 23. E.S.B. 2975/62.*
Waterproof Clothing and Ground Sheets. February 23. E.S.B. 2976/62.*

Ministry of Health:

X-Ray Films and Equipment. February 23. E.S.B. 3453/62.
Pharmaceutical Preparations. February 23. E.S.B. 3452/62.

SINGAPORE

Water Tank for City Council – Water Department. March 13. E.S.B. 2978/62.*

SOUTH AFRICA

Railway Signalling Equipment for South African Railways (Further Information). Closing date postponed to April 13. E.S.B. 39383/61. .

33 kV Oil Filled Cable and Accessories for City Council of Pretoria. February 27. E.S.B. 3144/62.*

Pharmaceutical Products for Transvaal Provincial Tender Board. February 23. E.S.B. 3147/62.*

Tender Board, Cape Provincial Administration:

Surgical Rubber Sundries. February 20. E.S.B. 3102/62.*
Serviettes, Floor Cloths and Dusters. February 23. E.S.B. 3000/62.*
Insulin. February 23. E.S.B. 3101/62.*

State Tender Board:

Rectifiers. February 21. E.S.B. 3422/62.*
Telephone Switchboards. February 21. E.S.B. 3426/62.*
Water Demineralizing Plants. February 21. E.S.B. 3425/62.*
Call Office Cabinets and Telephone Booths. February 21. E.S.B. 3423/62.*
Electric Bells and Relays. February 21. E.S.B. 3424/62.*
Motors and Starters. February 26. E.S.B. 3428/62.*
Trailers. March 2. E.S.B. 3427/62.*
Steel Manufacturers. February 21. E.S.B. 3421/62.*

SOUTH VIETNAM

Pipeline for Hydrotechnic Corporation. March 1. E.S.B. 3477/62.

Central Purchasing Authority:

Perforator Tape. March 2. E.S.B. 3419/62.*
Chemicals. March 2nd. E.S.B. 3420/62.*
Blankets. March 2. E.S.B. 3418/62.*
Marine Lanterns. March 2. E.S.B. 3417/62.*

SUDAN

Tea for Sudan Railways. March 12. E.S.B. 3443/62.

Central Electricity and Water Administration:

Waterworks Construction. March 1. E.S.B. 3442/62.
Steel Pipes and Specials. March 3. E.S.B. 3441/62.

TANGANYIKA

Galvanized Iron Buckets for Central Tender Board. March 9. E.S.B. 3272/62.*

THAILAND

Transformers for Metropolitan Electricity Authority. March 6. E.S.B. 3179/62*

Air-Conditioning Equipment for the Directorate of Air Engineering. February 20. E.S.B. 3156/62.

State Railways:

Batteries. February 26. E.S.B. 3170/62.
Pumps. February 22. E.S.B. 3178/62.

Land Co-operative Department:

Diesel Engines. February 21. E.S.B. 3158/62.
Electric Welder; Electric Generator. February 20. E.S.B. 3159/62.

Provincial Electricity Authority:

Transformers. February 16. E.S.B. 3161/62.
Fluorescent Lamp Ballasts. February 20. E.S.B. 3171/62.

TURKEY

Timber for Allied Land Forces, South Eastern Europe. March 15. E.S.B. 3449/62.*

Ferro-Manganese; Ferro-Silicon for Makine Yedek Parcalaritas Genel Mudurlugu. February 19. E.S.B. 3150/62.*

Creosote for Turkish State Railways. February 19. E.S.B. 3448/62.

Turkish State Monopoly:

Rails. February 21. E.S.B. 3187/62.
Formaldehyde. February 19. E.S.B. 3188/62.

U.S.A.

Flood Control Project for Corps of Engineers, U.S. Army, Rock Island District. February 20. E.S.B. 3138/62.*

Bureau of Reclamation:

Disconnecting Switch. February 19. E.S.B. 3431/62.*
Gate-Valves and Bellmouths. February 27. E.S.B. 3405/62.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1 on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Argentina

Inquiry for petrol pumps. (E.S.B. 32080/61.)
Economic report, October-December 1961. (C.R.E. 4850/61.)
Conditions of tender. (E.S.B. 413/G.)

Australia

Agency inquiry for cricket balls, porcupine quills. (E.S.B. 2744/62.)
Agency inquiry for hoists; grinding wheels; machinery; petrol engines; materials handling equipment. (E.S.B. 2899/62.)
Agency inquiry for Christmas decorations and novelties. (E.S.B. 38917/61.)
Agency inquiry for power station equipment; convertors; lighting arrestors; electronic control gear; electro-medical equipment. (E.S.B. 2822/62.)
Inquiry for fire appliances. (E.S.B. 3373/62.)
Inquiry for machinery and plant. (E.S.B. 3100/62.)

Barbados

Agency inquiry for hardware; textiles; foodstuffs; fishing equipment; rubber manufactured goods; metal furniture; glassware; drygoods. (E.S.B. 38405/61.)

Belgium/Luxembourg

Economic report, November/December 1961. (C.R.E. 3476/G.)

Bolivia

Market report on agricultural machinery and equipment. (E.S.B. 38667/61.)
A report by the Commercial Secretary at the British Embassy, La Paz. (E.S.B. 3347/62.)
Economic report, October-December 1961. (C.R.E. 2267/G.)

Brazil

Economic report, October-December 1961. (C.R.E. 215/61.)

British Eastern Caribbean

Economic report for 1961. (C.R.E. 4000/G.)

British Guiana

Economic report for 1961. (C.R.E. 5007/G.)

Bulgaria

Economic report, October-December 1961. (C.R.E. 4287/61.)

Cambodia

Economic report for 1961. (C.R.E. 221/59.)
Economic report, October-December 1961. (C.R.E. 221/59.)

Canada

Inquiry for women's outerwear; sportswear; accessories; piece-goods; costume jewellery. (E.S.B. 3334/62.)
Inquiry for golf cart wheels. (E.S.B. 3262/62.)

Ceylon

Market report on sports goods. (E.S.B. 39810/61.)

China

Economic report for 1961. (C.R.E. 492/62.)

Cyprus

Agency inquiry for children's socks. (E.S.B. 3059/62.)

Ecuador

Agency inquiry for upholstery materials. (E.S.B. 3023/62.)

Ethiopia

Economic report for 1961. (C.R.E. 378/61.)

Finland

Economic report, December 1961. (C.R.E. 2500/61.)

France

Agency inquiry for automobile accessories. (E.S.B. 3340/62.)
Inquiry for shellfish. (E.S.B. 2698/62.)

France/South Africa

Trade Agreement. (C.R.E. 8151/58.)

France/Switzerland

Trade Agreement. (C.R.E. 1876/G.)

(*Continued on page* 313)

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Information for U.K. Exporters (*Continued*)

Germany

Agency inquiry for anaesthetic and respiration apparatus; hospital equipment; surgical and medical accessories. (E.S.B. 3213/62.)
Agency inquiry for carpets; furnishing fabrics. (E.S.B. 3015/62.)
Agency inquiry for cigarette lighters. (E.S.B. 3554/62.)
Inquiry for electrical apparatus and instruments; electronic equipment; crankshafts. (E.S.B. 2295/62.)
Economic report, January 22-28, 1962. (C.R.E. 1479/G.)

Guatemala

Economic report for 1961. (C.R.E. 2018/G.)

Hong Kong

Agency inquiry for plastics. (E.S.B. 3002/62.)

Hungary

Economic report, October-December 1961. (C.R.E. 4288/61.)

India

Economic report, October-December 1961. (C.R.E. 2220/G.)
Industrial Development. (E.S.B. 2636/62)

Iran

Inquiry for machinery and equipment for vocational school. (E.S.B. 2854/62.)
Inquiry for metal containers; aerosol containers. (E.S.B. 2848/62.)
Competitiveness of British exports. (C.R.E. 3709/G.)

Iraq

Inquiry for machinery for the manufacture of nuts and bolts. (E.S.B. 39768/61.)

Israel

Inquiry for cranes; dockyard equipment; fork lift trucks, etc. (E.S.B. 1890/62.)

Italy

Agency inquiry for clothing. (E.S.B. 3315/62.)
Agency inquiry for aluminium oxide abrasives. (E.S.B. 35948/61.)
Agency inquiry for machine tools and accessories; measuring instruments; hand tools. (E.S.B. 2851/62.)
Inquiry for tyres and tubes. (E.S.B. 3538/62.)

Jordan

Economic report for 1961. (C.R.E. 878/G.)

Korea

Inquiry for architects' supplies; building materials. (E.S.B. 3027/62.)

Laos

Economic report, August 1960-December 1961. (C.R.E. 229/59.)

Lebanon

Agency inquiry for textiles; hosiery; plastics materials; army surplus stores. (E.S.B. 37174/61.)
Economic report for 1961. (C.R.E. 787/G.)

Mexico

Economic report, October-December 1961. (C.R.E. 2223/G/2.)

Netherlands

Agency inquiry for knitwear. (E.S.B. 2736/62.)
Agency inquiry for women's clothing. (E.S.B. 2866/62.)
Inquiry for business manager. (E.S.B. 38923/61.)

New Zealand

Agency inquiry for stainless steel. (E.S.B. 3367/62.)
Manufacture under licence – aluminium alloy products. (E.S.B. 2651/62.)

Norway

Agency inquiry for tubes. (E.S.B. 3212/62.)

Norway/Soviet Union

Trade Agreement. (C.R.E. 18407/52.)

Pakistan

Inquiry for plant for manufacturing concrete products. (E.S.B. 2792/62.)
Mangla dam project. (E.S.B. 6692/60.)

Peru

Inquiry for homogenizers; milk drying plant. (E.S.B. 2804/62.)
Market report on the fishing industry. (E.S.B. 39707/61.)

Poland

Inquiry for diesel engines. (E.S.B. 3517/62.)
Inquiry for carbon rings. (E.S.B. 3383/62.)
Economic report, December 1961. (C.R.E. 371/60.)
Economic report, November 1961. (C.R.E. 371/60.)

Portugal

Agency inquiry for catering machinery and equipment. (E.S.B. 3266/62.)
Economic report, November-December 1961. (C.R.E. 5765/61.)

Rhodesia and Nyasaland

Inquiry for machinery and plant. (E.S.B. 2673/62.)
Inquiry for hydraulic press; pipe making and bending machinery. (E.S.B. 37772/61.)

Singapore

Inquiry for women's clothing; dress materials; jewellery; shoes. (E.S.B. 2144/62.)

South Africa

Agency inquiry for aluminium knitting needles. (E.S.B. 3376/62.)

South Vietnam

Economic report, October-December 1961. (C.R.E. 3991/60.)

Sudan

Inquiry for glass furnace and equipment; iron furnace. (E.S.B. 1938/62.)
Sudan Railways 1961/62-67/68 requirements.

Sweden

Agency inquiry for printing equipment. (E.S.B. 39464/61.)
Agency inquiry for men's and women's shoes. (E.S.B. 3320/62.)
Agency inquiry for confectionery. (E.S.B. 3300/62.)

Switzerland

Agency inquiry for fishing equipment; sports goods. (E.S.B. 3333/62.)
Agency inquiry for glassware; perambulators; children's articles. (E.S.B. 3070/62.)
Agency inquiry for floor tiles; plastics table cloths. (E.S.B. 3615/62.)
Inquiry for hides and skins. (E.S.B. 3690/62.)

Thailand

Market report on irrigation pumps. (E.S.B. 39615/61.)

Trucial States

Agency inquiry for steel windows and doors. (E.S.B. 32109/61.)

United States of America

Agency inquiry for marmalade; speciality foods; confectionery – further information. (E.S.B. 1044/62.)
Inquiry for giftware; glassware; china; jewellery. (E.S.B. 2608/62.)
Inquiry for cutlery; glass; china; silverware; kitchen equipment; bar accessories. (E.S.B. 3580/62.)
Inquiry for hotel trolleys; metal office equipment; safes; pianos – further information. (E.S.B. 35621/61.)
Inquiry for cellulose sponges; rubber aprons. (E.S.B. 2840/62.)
Inquiry for kitchen and household articles; brassware; pewterware. (E.S.B. 3710/62.)
Manufacture under licence – fabrication and machinery. (E.S.B. 17681/61.)
Manufacture under licence – silencer for motor cars. (E.S.B. 3336/62.)
Economic report, December 1961. (C.RE. 241/61.)
Atom Fair 1962. (G.D. 3331/61.)

Uruguay

Economic report, October-December 1961. (C.R.E. 4763/60.)

Venezuela

Agency inquiry for gas and water pipes; brass and copper. (E.S.B. 2826/62.)

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Tariff, Customs and Import Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Details of Tariff Changes

DETAILS OF THE Australian tariff changes referred to in the *Board of Trade Journal* of February 2, page 264 are published below. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
104	Textile fabrics, woven, of cotton or in chief part by weight cotton:						
	(*H*) (*New sub-item*) *Tyre cord fabric, being loosely woven fabrics or consisting of warp of cordage loosely held together by weft thread inserted at intervals* . . *per lb. and ad val.*	No change (Under former Item 122 (D) (2))			4d. 12½%	4d. 30%	4d. 35%
105	Piece-goods, viz.:						
	(*D*) (*5*)(*New sub-paragraph*) *Tyre cord fabric, being loosely woven fabrics or consisting of warp of cordage loosely held together by weft thread inserted at intervals, wholly or in chief part by weight of man-made fibres* . . . . *per lb. or ad val. whichever rate returns the higher duty.*	9d. (Under former Item 122 (D) (5))	1s. 0d.	1s. 6d.	1s. 9d. —	2s. 0d. 20%	2s. 6d. 30%
	per square yard	1½d. (Under Item 105 (D) (1) (b))	4d.	9d.			
114	Hats, caps, and bonnets:						
	(H) Bathing hats; bathing (including shower) caps . . . . ad val.	See former Items 114 (H) (1) and (2) below			Free	7½%	7½%
	[(1) Wholly or principally of rubber . . . . ad val.	12½%	22½%	22½%	See new Item 114 (H) above		
	(2) Other] . . . . ad val.	Free	10%	10%			
122	[(D) Goods of the type ordinarily used in the manufacture of pneumatic rubber tyres, viz.:						
	(1) Cotton tyre cord . . . . per lb. and *ad val.*	4d. 12½%	4d. 30%	4d. 35%	No change (Under new Item 390 (B) (1))		
	(2) Cotton cord tyre fabric in the piece, being loosely woven or consisting of a number of lengths of cotton cord loosely held together by weft threads inserted at intervals per lb. and *ad val.*	4d. 12½%	4d. 30%	4d. 35%	No change (Under new Item 104 (H))		
	(3) No paragraph.						
	(4) Viscose rayon tyre cord . . . . per lb. or *ad val.* whichever rate returns the higher duty.	9d.	2s. 3d.	2s. 9d.	1s. 9d. — (Under new Item 390 (B) (2))	2s. 0d. 20%	2s. 6d. 30%
	(5) Viscose rayon cord tyre fabric in the piece, being loosely woven or consisting of a number of lengths of viscose rayon cord loosely held together by weft threads inserted at intervals] . . . . per lb. or *ad val.* whichever rate returns the higher duty.	9d.	1s. 0d.	1s. 6d.	1s. 9d. — (Under new Item 105 (D) (5))	2s. 0d. 20%	2s. 6d. 30%
	(*D*) *No sub-item.*						
179	Electrical machines and appliances:						
	[(D) (3) (d) Electrically operated floor polishers of the household type; electrically operated machines of the household type which in addition to floor polishing are capable of performing the function of scrubbing] . . . . *ad val.*	25%	40%	40%	20% (Under new Item 179 (L) (2))	35%	45%
	(*D*) (3) (*d*) *No sub-paragraph.*						
	(*L*) (*New sub-item*) *Electro-mechanical domestic appliances with self-contained electric motor:*						
	(1) *Vacuum cleaners and parts therefor* . . . . *ad val.*	25% (Under former Item 380 (B) (1))	42½%	52½%	20%	35%	45%
	ad val.	20% (Under former Item 380 (B) (2))	35%	47½%			
	(2) *Floor polishers; floor polishers combined with vacuum cleaners or floor scrubbers ad val.*	25% (Under former Item 179 (D) (3) (d))	40%	40%	20%	35%	45%
	ad val.	27½% (Under Item 176 (F) (1))	55%	57½%			
	(*M*) (*New sub-item*) *Vacuum cleaners and parts therefor, not covered by Item 179* (*L*) (1) *ad val.*	No change (Under former Item 380 (B) (3))			Free	17½%	17½%
210	Metal pins (not being partly or wholly of gold or silver or gold- or silver-plated), viz.: solid-headed short toilet, plain safety, hair; hooks and eyes for apparel; crochet hooks of metal or bone:						
	[(B) When not in fancy boxes:						
	(1) Plain safety pins . . . . *ad val.*	20%	32½%	40%	Free (Under new Item 210 (B))	7½%	7½%
	(2) Other than plain safety pins] . . . . *ad val.*	Free	7½%	7½%	No change (Under new Item 210 (B))		
	(*B*) *Other* . . . . *ad val.*	20% (Under former Item 210 (B) (1)) No change (Under former Item 210 (B) (2))	32½%	40%	Free	7½%	7½%
240	(A) Tiles, flooring and wall, including mosaic, not covered by Item 368 (A) (3) (a), *or* 368 (*B*) (2) (*a*):						
	(1) Of artificial plastic material . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. 17½%	4s. 6d. 35%	6s. 0d. 47½%	No change Under New Item 368 (B) (2) (a))		
	(2) Of linoleum; of cork . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. 17½%	4s. 6d. 35%	6s. 0d. 47½%	No change		
	(3) Of rubber . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. 17½%	4s. 6d. 35%	6s. 0d. 47½%			
	(4) Of glass, whether or not glazed or enamelled . . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. 17½%	4s. 6d. 35%	6s. 0d. 47½%			

Australia (*Continued*)

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	(5) Of ceramic materials, whether or not glazed or enamelled, *including tile biscuit:*						
	(*a*) *In sizes of 5 inches by 2 inches (or its equivalent) and over* . . . ad val.				17½%	27½%	40%
	per square yard	2s. 3d.	4s. 6d.	6s. 0d.			
	or ad val.	17½%	35%	47½%			
	(*b*) *Other* . . . . ad val.	(Under former Item 240 (A) (5))			Free	7½%	7½%
	(6) Other . . . . per square yard	2s. 3d.	4s. 6d.	6s. 0d.		No change	
	or *ad val.*	17½%	35%	47½%			
	whichever rate returns the higher duty.						
366	(*E*) (*New sub-item*) *Musical instruments of the lute class, for example, banjos, guitars, mandolins and ukuleles* . . . . ad val.	5%	17½%	17½%	Free	7½%	7½%
		(Under Item 366 (A))					
368	Artificial resins and plastic materials:						
	(*B*) (*New sub-item*) *Polymerization and copolymerization products of the styrene type:*						
	(1) *Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms, including moulding compounds, not covered by Item 232 (E) or Item 255 (B) (1); waste and scrap:*						
	(*a*) *As prescribed by Departmental By-laws*		No change		Free	Free	Free
		(Under former Item 369 (C) (6) (a))					
	(*b*) *Emulsions and pastes, and solids redispersible in an aqueous medium, of styrene-acrylic copolymers* . . . . ad val.	7½%	20%	20%	25%	40%	45%
		(Under former Item 369 (C) (6) (c))					
	(*c*) *Powders, granules, flakes, lumps and other similar forms, including moulding compounds, but not including solids redispersible in an aqueous medium* ad val.		No change		7½%	20%	20%
	and, in addition, a temporary duty of . . . . per lb.	(Under former Item 369 (C) (6) (b))			5d.	5d.	5d.
	(*d*) *Waste and scrap* . . . . ad val.		No change		7½%	20%	20%
	(*e*) *Other* . . . . ad val.	(Under former Item 369 (C) (6) (c))			7½%	20%	20%
	(2) *Plates, sheets, strip, tubes, rod, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g., drilled, milled, contour worked, edges bevelled, fittings attached):*						
	(*a*) *Flooring or wall tiles* . . . . ad val.		No change		17½%	35%	47½%
	or per square yard	(Under Item 240 (A) (1))			2s. 3d.	4s. 6d.	6s. 0d.
	whichever rate returns the higher duty.						
	(*b*) *Other:*						
	(1) *Film and sheets, printed, polished, embossed or otherwise surface worked* ad val.		No change		Free	7½%	7½%
		(Under former Item 369 (F) (1) (f))					
	(2) *Other* . . . . ad val.		No change		7½%	20%	20%
		(Under former Item 369 (D) (6))					
	(3) *Articles, n.e.i., made therefrom* . . . . ad val.		No change		30%	47½%	55%
		(Under Item 369 (B) (1))					
	(*C*) (*New sub-item*) *Polymerization and copolymerization products of the acrylic type:*						
	(1) *Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms including moulding compounds, not covered by Item 232 (E) or Item 255 (B) (1); waste and scrap:*						
	(*a*) *As prescribed by Departmental By-laws*		No change		Free	Free	Free
		(Under Item 369 (C) (4) (a))					
	(*b*) *Emulsions and pastes, and solids redispersible in an aqueous medium* ad val.	Free	7½%	7½%	25%	40%	45%
		(Under Item 369 (C) (4) (b))					
	(*c*) *Waste and scrap* . . . . ad val.		No change		Free	7½%	7½%
	(*d*) *Other* . . . . ad val.	(Under Item 369 (C) (4) (b))			Free	7½%	7½%
	(2) *Plates, sheets, strip, tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g., drilled, milled, contour worked, edges bevelled, fittings attached)* . . . . ad val.		No change		Free	7½%	7½%
		(Under Item 369 (D) (4))					
	(3) *Articles, n.e.i., made therefrom* . . . . ad val.		No change		30%	47½%	55%
		(Under Item 369 (B) (1))					
369	Goods not included under any other heading in the Tariff, viz.:						
	(C) Synthetic resins, not processed, or processed to a lesser extent than the state of blocks films, rods, sheeting, sheets, strips, tubes or other preformed shapes, and synthetic resin moulding compounds, viz.:						
	[(6) Of the styrene type, in any polymerized or copolymerized form:						
	(a) As prescribed by Departmental By-laws	Free	Free	Free		No change	
					(Under new Item 368 (B) (1) (a))		
	(b) Powders, granules, flakes, lumps and similar forms other than solids re-dispersible in an aqueous medium . . . . ad val.	7½%	20%	20%		No change	
	AND, IN ADDITION, except in respect of goods in direct transit to Australia on or before October 18, 1961, a TEMPORARY DUTY of per lb.	5d.	5d.	5d.	(Under new Item 368 (B) (1) (c))		
	(c) Other] . . . . ad val.	7½%	20%	20%	25%	40%	45%
					(Under new Item 368 (B) (1) (b))		
						No change	
					(Under new Items 368 (B) (1) (d) and (B) (1) (e))		
	(6) *No paragraph.*						

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Australia (*Continued*)

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
369	(D) Synthetic resins processed to the state of, but not further than, blocks, films, rods, sheeting, sheets, strips, tubes or other preformed shapes, viz.: [(6) Of the styrene type, in any polymerized or copolymerized form] . *ad val.*	7½%	20%	20%	No change (Under new Item 368 (B) (2) (b) (2))		
	(F) Films, sheeting or sheets, supported with textile fabric; films, sheeting or sheets, which have been printed, polished or embossed or subjected to any combination of these processes; coated textile fabrics including leather cloth and imitation oil baize, viz.: (1) Produced from or prepared with synthetic resin: [(f) Of the styrene type, in any polymerized or copolymerized form] . *ad val.*	Free	7½%	7½%	No change (Under Item 369 (F) (1) (d) or new Item 368 (B) (2) (b) (1))		
380	[(B) Vacuum cleaners, viz.:						
	(1) Household electrically operated vacuum cleaners . *ad val.*	25%	42½%	52½%	20%	35%	45%
	(2) Parts of household electrically operated vacuum cleaners . *ad val.*	20%	35%	47½%	(Under new Item 179 (L) (1))		
	(3) Other vacuum cleaners, including parts thereof] . *ad val.*	Free	17½%	17½%	No change (Under new Item 179 (M))		
390	[(B) No sub-item.]						
	(B) (New sub-item) Tyre cord as used in the manufacture of pneumatic rubber tyres):						
	(1) Wholly or in chief part by weight of cotton . per lb. and ad val.	No change (Under former Item 122 (D) (1))			4d. 12½%	4d. 30%	4d. 35%
	(2) Wholly or in chief part by weight of man-made fibres . per lb. or ad val. whichever rate returns the higher duty.	9d. (Under former Item 122 (D) (4))	2s. 3d.	2s. 9d.	1s 9d. —	2s. 0d. 20%	2s. 6d. 30%
	ad val.	17½% (Under Item 390 (A) (1) (b))	45%	50%			
453	[Cellulose nitrate having a nitrogen content of less than 12·3 per cent. . *ad val.*	Free	5%	5%	See new Item 453 (B) below		
	AND, IN ADDITION, on such goods which were not in direct transit to Australia on or before December 13, 1960, a **TEMPORARY DUTY** as follows] per lb. wet weight	9d.	9d.	9d.			
	Nitrocellulose:						
	(A) Having a nitrogen content of 12·5 per cent. or more for use as, or in the manufacture of, explosives . ad val.	No change (Under Item 397 (E))			Free	5%	5%
	(B) Other . per lb. wet weight less ad val.	See former Item 453 above			1s. 3d. 5%	1s. 3d. —	1s. 3d. —

Note : Specific rates are quoted iu Australian currency £A125 = £ sterling 100.

(*Continued on next page*)

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Australia (*Continued*)

Revision of Customs By-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL: Measuring or checking instruments and apparatus, source signal generators, signal modifiers, impedance standards or references, resistances or capacitors, otherwise classifiable under Tariff Item 181 (M), (N), or (O) or Tariff Item 181 (H) (7) as follows: Electrostatic voltmeters	449 (A) (1)	Free
PAPER AND PAPERBOARD: Coated with melamine formaldehyde resins plasticized with resin of the alkyd type, whether pigmented or not, not otherwise classifiable under Tariff Item 340 (C)		

Decisions on Tariff Classification

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
TAPES: Adhesive, pressure sensitive: Cellulose, imported in metal, plastic or like dispensers: If the dispenser is of the non-durable type which is ordinarily discarded after the tape has been used or after one or two refilles. On the whole:		
Under 6 inches in width	255 (B) (1)	17½% *ad val.*
6 inches and over in width according to the type of base	368 (A) (2) or (3) 367 (A) (2), 369 (D) or (E)	Various
Adhesive tapes, strips or jumbo rolls:		
(1) Gummed paper	334 (L) (2)	When manufactured from the classes of paper specified in Item 334 (G) (1) (a) or 334 (G) (6) – 4d. per lb. or 27½% *ad val.* whichever rate returns the higher duty. Otherwise 12½% *ad val.* Primage duty 5% *ad val.*
(2) Gummed cloth	340 (F)	10% *ad val.* Primage duty 5% *ad val.*
(3) Pressure sensitive adhesive treated on front and back – irrespective of width or base material	255 (B) (1)	17½% *ad val.*
(4) Pressure sensitive adhesive treated on one side only:		
(a) Paper base:		
(1) under 6 inches in width	340 (C)	27½% *ad val.* Primage duty 5% *ad val.*
(2) 6 inches width and wider – according to the classification of the paper, but NOT Item 334 (K) by reason on P.S.A.B.		
(b) Textile base:		
(1) 30 cm. and less in width	105 (H) (2) (a)	22½% *ad val.* Primage duty 5% *ad val.*
(2) Over 30 cm. in width	105 (H) (1)	22½% *ad val.* Primage duty 5% *ad val.*
(c) Plastic base:		
(1) Under 6 inches in width	255 (B) (1)	17½% *ad val.*
(2) 6 inches and over in width – according to the type of base	368 (A) (2) or (3), 367 (A) (2), 369 (D) or (E)	Various
(5) Combinations of goods covered by (4):		
(a) Paper and textile – Classify on basis of predominant material by weight.		
(b) Paper and plastic – Classify as plastic if plastic content (excluding P.S.A.B.) exceeds 50% by weight – otherwise classify as follows:		
(1) Under 6 inches in width	340 (C)	27½% *ad val.* Primage duty 5% *ad val.*
(2) 6 inches and wider:		
(a) If plastic is surface coating	334 (K)	Various
(b) If plastic is laminate – according to classification of paper.		
(c) Textile and plastic:		
(1) If (apart from P.S.A.B.) prepared with rubber oil, celluloid or nitrocellulose and waterproof: depending on width	105 (H) (1) or 105 (H) (2) (a)	22½% *ad val.* Primage duty 5% *ad val.*
if leathercloth, etc.	105 (J)	Various
(2) If showerproofed or crease resistant finish and the like and not waterproofed: according to classification of textile (when so treated).		
(3) If prepared with synthetic resins and waterproof:		
(a) Coated textile fabrics:		
(1) Vinyl coated.	105 (H) (3)	25% *ad val.*
(2) Other:		
(a) 30 cm. and less in width	105 (H) (2) (a)	22½% *ad val.* Primage duty 5% *ad val.*
(b) Over 30 cm. in width	369 (F) (1) or 369 (F) (2)	Various 7½% *ad val.*
(b) Laminates – all widths:		
(1) Vinyl	368 (A) (3)	Various
(2) Other	369 (F) (1) or 369 (F) (2)	Various 7½% *ad val.*
Non-adhesive tapes, strips or jumbo rolls:		
(6) Paper:		
(a) Under 6 inches in width	340 (C)	27½% *ad val.* Primage duty 5% *ad val.*
(b) 6 inches in width and over	334	Various
(7) Textile:		
(a) Bolduc	107 (D) (2)	Fabrics consisting of warp without weft, assembled by means of an adhesive – (a) The warp being wholly or in chief part by weight of man-made fibres – Free, and in addition, a temporary duty of 25% *ad val.* (b) Other – Free.
(b) Woven tapes, etc., with selvedges and otherwise complying with the provision of Item 107 (D)	107 (D)	Various
(8) Plastic, irrespective of width – classification applicable to the plastic.		
(9) Combinations:		
(a) Paper and textile:		
(1) Paper predominating by weight (according to width)	334 or 340 (C)	Various 27½% *ad val.* Primage duty 5% *ad val.*
(2) Textile predominating – Item applicable to textile.		
(b) Paper and plastic:		
(1) Plastic amounting to more than 50% by weight – Item applicable to plastic.		
(2) Otherwise (according to width)	334 or 340 (C)	Various 27½% *ad val.* Primage duty 5% *ad val.*
(c) Textile and plastics – generally Item 369 (F) or 105 (H) (3) for synthetic resins or cellulose esters. Waterproofed rubberized fabrics – Item 105 (H) (1) or (2) (a). Laminates to be classified under Item 369 (F) or 368 (A) (3) wherever applicable. Bolduc with synthetic resin film laminate to be classified under Item 369 (F).		
WELDING, SOLDERING AND BRAZING MATERIALS:		
Fluxes:		
Welding	422 (A)	12½% *ad val.* Primage duty 5% *ad val.*
Brazing		
YARNS:		
Man-made fibre:		
Knitting:		
When put up for retail sale	393 (B)	Free

Note: Specific rates are shown in Australian currency: £A125 = £ *Sterling* 100.

Australia (*Continued*)

Temporary Duties

DETAILS were given in the *Board of Trade Journal* of October 7, 1960, page 839, of the Australian legislation permitting the imposition of temporary duties.

A reference has now been made to the Deputy Chairman of the Tariff Board in respect of **peanut oil and substitutes** classifiable under Tariff Items 230 (A) (8) (a) and 230 (A) (2).

Details of the Tariff Items under which the above mentioned goods are dutiable are given below:

Specific rates are shown in Australian currency £A125=£Sterling 100.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
230	(A) FIXED VEGETABLE OILS, fluid or solid, crude refined or purified:			
	(2) Babassu; rape seed; palm; palm kernel; tung; oiticica; crude coconut	Free	Free	Free
	(8) Other fixed vegetable oils:			
	(a) Edible . . per gallon	2s.	4s.	4s.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Deputy Chairman will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42, Leicester Square, London, W.C.2. (Telephone: Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 2612 or 2840), quoting reference No. C.R.E. 1429/62.

NEW ZEALAND

Tariff Classifications

THE NEW ZEALAND Customs Department have announced the following decisions in interpretation of the Customs Tariff:

Tariff Item No.	Decision	B.P.	General
104 (2) (a) or 104 (2) (b) (ii)	Dichlorophenoxyacetic acid and its salts. (See also Tariff Item 104 (2) (b) (i).)		
104 (2) (a) or 104 (2) (b) (ii)	Trichlorophenoxyacetic acid and its salts. (See also Tariff Item 104 (2) (b) (i).)		
104 (2) (a) or 104 (2) (b) (i)	Esters of 2, 4-dichlorophenoxyacetic acid and preparations based on such esters. (Tariff Notice No. 7 refers.)		
104 (2) (a) or 104 (2) (b) (i)	Esters of 2, 4, 5-trichlorophenoxyacetic acid and preparations based on such esters. (Tariff Notice No. 7 refers.)		
180 (7) (a)	Knitted cotton/nylon pile fabrics on declaration by a manufacturer for use by him only in making industrial work gloves. (Effective from December 13, 1961. Tariff Notice No. 166 refers.)		
354 (4) (b)	Nozzles for veterinary vaccinators.		
421 (3) (b) (i)	Siccollin P909 and P930. (Effective from November 1, 1960. Tariff Notice No. 176 refers.)		
448 (3)	Emulsifiers, etc.: CM753	..	..

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

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PHILIPPINES

New Foreign Exchange Regulations and Tariff Amendments

AS REPORTED in the *Board of Trade Journal* of February 2, page 264 new foreign exchange control regulations and amendments to the tariff were introduced in the Philippines on January 21. (Details of arrangements previously in force were given in the *Board of Trade Journal* on April 21, 1961, page 965.)

On this date the Central Bank of the Philippines made the following announcement:

EXPORTS

1. All exports shall be previously authorized by the Central Bank and receipts of foreign exchange therefrom shall be subject to the following:

(a) 80 per cent. of all export receipts as well as all receipts from invisibles shall be retained by the authorized agent banks for sale at the prevailing free market rate.

(b) 20 per cent. balance of export receipts shall be surrendered to the Central Bank at par value (Pesos 2·00 to U.S. $1·00).

(c) The proceeds of exports must be received in currencies prescribed to form part of the international reserve. Within a period of 90 days from date of shipment or within such period as may in special cases be established, exporters must repatriate in instruments of international exchange the total value of their exports and must liquidate this value within 10 days from its repatriation. Payments for exports on a cash collection or consignment basis must be arranged through an authorized agent bank, which must specifically contract with the exporter to buy the exchange proceeds. The bank issues a certificate that payment has been made or arranged in an approved manner, to enable clearance of the exports through customs.

IMPORTS

2. Only agent banks may sell foreign exchange for imports. Such exchange should be sold at the prevailing free market rate to any applicant, without requiring prior specific licensing from the Central Bank subject to the following conditions:

(a) All imports must be covered by letters of credit except small transactions involving not more than U.S. $100·00.

(b) Import letters of credit must be accompanied by a special time deposit in the following cases:

Unclassified items	150%
Non-essential consumer goods	150%
Non-essential producer goods	100%
Semi-essential consumer goods	100%
Semi-essential producer goods	50%
Essential consumer goods	25%
Essential producer goods	25%
Decontrolled items	25%

These time deposits shall be kept for periods no shorter than 120 days, and they are to be considered to be part of the bank's normal assets and banks must retain a reserve of 100 per cent. for them.

3. Agent banks may sell foreign exchange for invisibles at the prevailing free market rate to any applicant without requiring prior specific licensing from the Central Bank. For capital transfers, a special form prescribed by the Central Bank must be filled out. Blocked fiduciary accounts shall revert to the status of ordinary deposits, and all special requirements governing them are hereby revoked.

4. The free market rate shall not be administratively fixed but shall be determined through transactions in the free market.

5. For statistical purposes, all authorized agent banks are required to submit a daily report of their purchase and sale of foreign exchange. A special form prescribed by the Central Bank must be filled out for capital transfers.

6. Imports shall be released from the port of entry only upon presentation of a release certificate issued by the Central Bank based on letters of credit opened.

7. The Foreign Exchange 'margin' levy is suspended.

TARIFF CHANGES

At the same time a Presidental Order was issued making the following amendments to the tariff. Additions to the text are in italics. Square brackets indicate deletions.

Heading No.	Description		Present Rate of Duty	Previous Rate of Duty
02.06	Meat and edible meat offals (except poultry liver), salted, dried, smoked, cooked or similarly treated:			60%
	A. Ham and bacon	*ad val.*	120%	
	B. Other	*ad val.*	60%	
04.02	Milk and cream, preserved, concentrated or sweetened	*ad val.*	10%	
	[A. In liquid or semi-solid form]	*ad val.*		10%
	[B. In solid form (e.g. block milk or milk powder)]	*ad val.*		15%
15.10	Fatty acids; acid oils from refining; fatty alcohols:			50%
	A. Coconut fatty alcohol	*ad val.*	25%	
	B. Other	*ad val.*	50%	
16.01	Sausages and similar preparations of meat, meat offals or any other animal substances:			
	A. In airtight containers:			
	1. Sausages, Bilbao type	l.w., kg.	P3·75	P3·75
		and *ad val.*	80%	80%
	2. Other	*ad val.*	80%	40%
	B. Other	*ad val.*	80%	80%
16.02	Other prepared or preserved meat or meat offals:			
	A. Corned beef	*ad val.*	8%	15%
	B. Other	*ad val.*	75%	75%
16.04	Prepared or preserved fish, including caviar and caviar substitutes and fish soups:			
	A. Mackerel, salmon, sardines, anchovies and tuna:	*ad val.*		15%
	1. *Tuna*	*ad val.*	15%	
	2. *Other*	*ad val.*	8%	
	B. Caviar and caviar substitutes	l.w., kg.	P1·00	P1·00
		and *ad val.*	50%	50%
	C. Other	l.w., kg.	P1·00	P1·00
		and *ad val.*	50%	50%
17.04	Sugar confectionery, not containing cocoa	l.w., 100 kgs.	P100·00	P50·00
		or *ad val.*	160%	80%
18.06	Chocolate and chocolate products:	*ad val.*		70%
	A. Sugar confectionery containing cocoa	*ad val.*	140%	
	B. Other	*ad val.*	70%	
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes containing less than fifty per cent. by weight of cocoa:	*ad val.*		20%
	A. Malted milk without cocoa; hypoallergenic soy food	*ad val.*	10%	
	B. Other	*ad val.*	20%	
25.10	Unground natural calcium phosphates, apatite and phosphated chalk	g.w., 100 kgs.	P0·40	P0·80
27.10	Petroleum and shale oils, other than crude; preparations not otherwise provided for, containing not less than 70 per cent. by weight of petroleum or shale oils, these oils being the basic constituents of the preparations:			
	A. Light oils (e.g., petroleum ethers, gasoline, white spirit)	*ad val.*	25%	25%
	B. Medium oils (e.g. kerosene and tractor fuel)	*ad val.*	8%	15%
	C. Heavy oils (e.g. gas oils, fuel oils, lubricating oils, paraffin liquid or white oils)	*ad val.*	10%	10%
28.16	Ammonia, anhydrous or in solution:	*ad val.*		20%
	A. In solution	*ad val.*	10%	
	B. Other	*ad val.*	20%	
28.27	Lead oxides	*ad val.*	30%	10%
29.42	Vegetable alkaloids, their salts, ethers, esters and other derivatives:	*ad val.*	8%	
	[A. Of opium]	*ad val.*		10%
	[B. Of cinchona]	*ad val.*		15%
	[C. Other]	*ad val.*		10%
30.03	Medicaments (including veterinary medicaments):	*ad val.*		30%
	A. Medicaments imported with previous authorization by the Secretary of Health regarding the quantity and quality of domestic production	*ad val.*	15%	
	B. Other	*ad val.*	30%	
30.04	Wadding (including absorbent cotton), gauze, bandages and similar articles (e.g., dressings, adhesive plasters, poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes:	*ad val.*		20%
	A. Absorbent cotton (excluding cotton specialties)	*ad val.*	40%	
	B. Adhesive plasters, medicated adhesive plasters and medicated bandages	*ad val.*	20%	
	C. Other	*ad val.*	10%	
30.05	Other pharmaceutical articles:	*ad val.*		15%
	A. Plaster-coated fracture bandages	*ad val.*	15%	
	B. Other	*ad val.*	8%	
31.02	Mineral or chemical fertilizers, nitrogenous:	*ad val.*		5%
	A. Ammonium sulphate	*ad val.*	20%	
	B. Other	*ad val.*	5%	
31.03	Mineral or chemical fertilizers, phosphatic	*ad val.*	20%	5%
31.05	Other fertilizers, fertilizers of all kinds, in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding ten kilograms	*ad val.*	20%	

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

Philippines (*Continued*)

Heading No.	Description	Present Rate of Duty	Previous Rate of Duty
	[A. Composite and other fertilizers] *ad val.*		5%
	[B. Fertilizers of all kinds, in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding ten kilograms] *ad val.*		10%
32.09	Varnishes, lacquers and lacquer enamels; other paints and enamels; distempers, water pigments of the kind used for finishing leather, pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; prepared dyes in forms or packings of a kind sold by retail:		
	A. Prepared dyes in forms or packings of a kind sold by retail; *stamping foil* . *ad val.*	25%	25%
	B. Other . . . . *ad val.*	100%	75%
38.08	Rosin and resin acids, and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils: *ad val.*		10%
	A. Polymerized rosin, hardened rosin (calcium and magnesium derivatives of rosin, gloss oils, limed oils) . . . . . *ad val.*	30%	
	B. Other . . . . *ad val.*	10%	
39.01	Condensation and polycondensation products, whether or not modified or polymerized (e.g., phenoplasts, aminoplasts, alkyds, linear polycondensation products, silicones): *ad val.*		20%
	A. Aminoplasts and phenoplasts in blocks, lumps, granules, flakes, pellets, or similar bulk forms or liquid form (excluding aminoplast and phenoplast moulding compound and adhesive), alkyd resins, unsaturated polyesters, and epoxy esters, whether or not modified or polymerized *ad val.*	60%	
	B. Other . . . . *ad val.*	20%	
39.02	Polymerization products (e.g., polythylenes and derivatives, polyisobutylene, polystyrene, chloride and acetate of polyvinyl and other polyvinyl derivatives, polyacrylic derivatives, polyallyl esters, copolymers, coumarone-indene resins): *ad val.*		20%
	A. Polyvinyl acetate (homopolymers and copolymers) emulsions or water dispersible forms *ad val.*	60%	
	B. Other . . . . *ad val.*	20%	
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (e.g., chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber): *ad val.*		20%
	A. Run gums, resin esters (e.g., ester gums) whether or not modified . . *ad val.*	60%	
	B. Other . . . . *ad val.*	20%	
40.08	Plates and sheets (not cut, or cut into rectangles), strips and profile shapes of unhardened vulcanized rubber:		
	A. Expanded or blown rubber:		
	1. Foam rubber . . . . *ad val.*	100%	100%
	2. *Other* . . . . *ad val.*	50%	25%
	B. Other . . . . *ad val.*	25%	
40.11	Rubber tyres and tubes for vehicles and aircraft:		
	A. For automobiles, jeeps, scooters and motorcycles . . . . . . *ad val.*	60%	60%
	B. For bicycles and velocipedes . *ad val.*	100%	50%
	C. For trucks, tractors and aircraft . *ad val.*	30%	30%
	[D. Other] . . . . *ad val.*		15%
40.12	Hygienic, medical and surgical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber . *ad val.*	13%	25%
41.02	Bovine cattle hide leather (including buffalo leather) and equine leather, except leather falling within heading No. 41.06, 41.07 or 41.08 . . . . *ad val.*	100%	
	[A. For sole, belting, welting, harness and saddlery] . . . . . . *ad val.*		50%
	[B. Other] . . . . *ad val.*		35%
41.04	Goat and kid skin leather, except leather falling within heading No. 41.06, 41.07 or 41.08 *ad val.*	100%	45%
41.05	Other kinds of leather, except leather falling within heading No. 41.06, 41.07 or 41.08 . *ad val.*	100%	50%
48.01	Paper and paperboard (including cellulose wadding), machine made:		
	A. Paper:		
	1. Newsprint . . . . . *ad val.*	25%	25%
	2. Book paper . . . . . *ad val.*	5%	5%
	3. Mimeograph paper . . *ad val.*	40%	40%
	4. Bond paper *and onion skin paper* *ad val.*	60%	40%
	5. Cigarette paper exceeding 15 cm. in width *ad val.*	10%	10%
	6. Kraft paper . . . . *ad val.*	50%	
	[(a) Wholly of sulphate pulp] . *ad val.*		25%
	[(b) Other] . . . . . *ad val.*		40%
	7. *Cleansing and toilet tissue paper* *ad val.*	60%	25%
	8. Other . . . . . . *ad val.*	25%	25%
	B. Paperboard:		
	1. Kraftboard . . . . . *ad val.*	25%	25%
	2. Chipboard, boxboard and news board l.w., kg. and *ad val.*	P0·15 65%	P0·15 65%
	3. Leatherboard, trunkboard and countershank board . . . . . l.w., kg. and *ad val.*	P0·15 65%	P0·15 65%
	4. Other . . . . . . *ad val.*	25%	25%
	C. Cellulose wadding . . . . *ad val.*	15%	15%
51.04	Woven fabrics of continuous synthetic or artificial textiles, including woven fabrics of monofil or strip of heading No. 51.02:		
	A. Of rayon:		
	1. In the grey . . . . . *ad val.*	75%	50%
	2. Other . . . . . . *ad val.*	100%	80%
	B. Other . . . . *ad val.*	100%	80%
55.02	Cotton linters . . . . . . *ad val.*	50%	10%
55.03	Cotton waste (including pulled or garnetted rags), not carded or combed . . . *ad val.*	75%	25%
55.04	Cotton, carded or combed . . . *ad val.*	80%	20%
	not carded or combed . . . *ad val.*	75%	25%
55.05	Cotton yarn, not put up for retail sale . *ad val.*	70%	35%
55.06	Cotton yarn, put up for retail sale . *ad val.*	70%	35%
56.06	Woven fabrics of discontinuous or waste synthetic or artificial textiles:		
	A. Of rayon:		
	1. In the grey . . . . . *ad val.*	75%	50%
	2. Other . . . . . . *ad val.*	100%	80%
	B. Other . . . . *ad val.*	100%	80%

(*Continued on next page*)

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Philippines (*Continued*)

Heading No.	Description	Present Rate of Duty	Previous Rate of Duty
59.14	Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gasmantle fabric and incandescent gas mantles:		
	A. Wicks for candles . . . *ad val.*	50%	50%
	B. Gas mantles . . . . *ad val.*	13%	25%
	C. Other . . . . . *ad val.*	25%	25%
60.03	Stockings, understockings, socks, ankle socks, sockettes, footwear without applied soles and the like, knitted or crocheted, not elastic nor rubberized . . . . . *ad val.*	200%	
	[A. Of cotton, other vegetable textiles or rayon] *ad val.*		100%
	[B. Of synthetic or of other artificial textiles] *ad val.*		110%
	[C. Other] . . . . . . *ad val.*		110%
64.01	Footwear (including overshoes) with outer soles and uppers of rubber or artificial plastic material pair	P4·00	P2·00
	and *ad val.*	100%	50%
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian) . . . . . *ad val.*	60%	
	[A. Undecorated (white or of one colour)] *ad val.*		20%
	[B. Other] . . . . . . *ad val.*		40%
69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery . . . . *ad val.*	60%	
	[A. Undecorated (white or of one colour)] *ad val.*		20%
	[B. Other] . . . . . . *ad val.*		40%
70.05	Unworked sheet glass (including flashed glass), drawn or blown, in rectangles . *ad val.*	70%	25%
73.17	Tubes and pipes of cast iron . . *ad val.*	50%	25%
73.20	Tube and pipe fittings of iron or steel (e.g., joints, elbows, unions and flanges): *ad val.*		10%
	A. For cast iron and centrifugal cast iron pipes and tubes . . . . . *ad val.*	30%	
	B. Other . . . . . *ad val.*	10%	
73.40	Other articles of iron or steel: *ad val.*		25%
	A. Drinking fountains . . . *ad val.*	80%	
	B. Other . . . . . . *ad val.*	25%	
74.03	Wrought bars, rods, angles, shapes and sections, of copper; copper wire:		
	A. Neither polished nor coated: *ad val.*		20%
	1. *Wire, excluding wire of copper base metal alloys* . . . . . *ad val.*	50%	
	2. *Round copper rods (excluding rods of copper-base metal alloys) the diameter of which is not less than 6·5 millimetres nor more than 38·1 millimetres* . *ad val.*	10%	
	3. *Other* . . . . . . *ad val.*	20%	
	B. Polished or coated, but not otherwise worked:		
	1. Plated or coated, with gold or silver *ad val.*	70%	35%
	2. *Tinned copper wire (excluding wires of copper-base metal alloys)* . *ad val.*	40%	20%
	3. Other . . . . . . *ad val.*	20%	
74.10	Stranded wire, cables, cordage, ropes, plaited bands and the like, of copper wire, but excluding insulated cables: *ad val.*		10%
	A. Stranded wires, ropes and cables up to 1,500 MCM . . . . *ad val.*	20%	
	B. Other . . . . . *ad val.*	10%	
84.10	Pumps for liquid (whether or not fitted with measuring devices); liquid elevators of bucket, chain, screw, band and similar kinds: *ad val.*		10%
	A. Centrifugal water pumps, single stage, single suction, horizontal shaft type suitable for belt drive or direct coupling (except pumps with shafts common with prime mover), with casings and impellers of cast iron or bronze:		
	1. *Volute type, non-self-priming, with capacities from 70 to 4,000 GPM for total dynamic heads from 125 ft. down to 20 ft.; turbine type with capacities up to 30 GPM and 150 ft. total dynamic head.* *ad val.*	30%	
	2. *Other* . . . . . *ad val.*	10%	
	B. Other . . . . . . *ad val.*	10%	
84.12	Air conditioning machines, self-contained, comprising a motor-driven ventilator and elements for changing the temperature and humidity of air:		
	A. Air conditioning machines: *ad val.*		70%
	1. *Up to 2 h.p.* . . . . . *ad val.*	100%	
	2. *Other* . . . . . *ad val.*	70%	
	B. Parts and accessories:		
	1. Shell, tube and coil water cooled condensers, blowers, liquid receivers, cooling towers, finned evaporator and condenser coils . . . . . . *ad val.*	40%	40%
	2. Other . . . . . . *ad val.*	10%	10%
84.15	Refrigerators and refrigerating equipment (electric and other):		
	A. Household refrigerators, freezers and beverage coolers:		
	1. Compression type: *ad val.*		120%
	(*a*) *Up to 12 cu. ft.* . . . *ad val.*	150%	
	(*b*) *Other* . . . . *ad val.*	120%	
	2. Absorption type . . . *ad val.*	40%	40%
	3. Parts and accessories:		
	(a) Bodies or shells, doors, food compartments, liners back and bottom plate assemblies . . . . . *ad val.*	100%	100%
	(b) Other . . . . . *ad val.*	10%	10%
	B. Other . . . . . . *ad val.*	20%	20%
84.41	Sewing machines; furniture specially adapted for sewing machines; sewing machine needles:		
	[A. Sewing machines]:		
	[1. With wooden cabinets and wooden parts] *ad val.*		50%
	[2. Other] . . . . *ad val.*		30%
	A. Sewing machines, assembled:		
	1. *Domestic or household type* . *ad val.*	70%	
	2. *Industrial type:*		
	(*a*) *With wooden cabinets and wooden parts* *ad val.*	50%	
	(*b*) *Other* . . . . . *ad val.*	30%	
	B. Wooden cabinets and other wooden parts especially adapted for sewing machines *ad val.*	100%	100%
	C. Heads and other parts and accessories: *ad val.*		10%
	1. *For domestic or household type of sewing machines:*		
	(*a*) *Stands and parts thereof (except Pitman complete)* . . *ad val.*	60%	
	(*b*) *Arm and bed, whether or not fitted with precision parts* . . . . *ad val.*	60%	
	(*c*) *Other* . . . . . *ad val.*	10%	
	2. *Other* . . . . . . *ad val.*	10%	
85.01	Electric generators, motors, transformers, converters (rotary or static) rectifiers, inductors, reactors, frequency transformers and similar machinery and apparatus, other than those falling within heading Nos. 85.08, 85.09 or 85.21:		
	A. Electric transformers, transformers for radio, electronic amplifiers and television sets, up to 5 kilovolt amperes; *electric lamp ballasts for pre-heat and rapid start fluorescent lamps, germinicidal lamps and black light fluorescent lamps, up to 40 watts rating for operation on any voltage up to 290 volts, 60 cycles* *ad val.*	100%	60%
	B. A.C. induction motors (open, semi-protected, protected or dripproof), 110 to 440 volts, 2 to 6 poles, single-phase or 3-phase, 60-cycle, horizontal shaft, squirrel cage type, with fractional and integral ratings up to 5 h.p., except motors having frames normally integral with other types of machinery, radio and television coils . . . . . *ad val.*	20%	10%
	C. Other . . . . . . *ad val.*	10%	10%
85.14	Microphones and stands therefor; loudspeakers; electric amplifiers:		
	A. Microphones and stands therefor, [loudspeakers] . . . . . . *ad val.*	25%	25%
	B. Loudspeakers (sizes 2, 4, 5, 6½, 8, 4 by 6 or 3 by 5 inches in diameter) . . *ad val.*	100%	25%
	C. Electric amplifiers and pre-amplifiers, intercommunication sets including high fidelity sets . . . . *ad val.*	60%	60%
	D. Other loudspeakers . . . *ad val.*	25%	60%
85.15	Radio and television transmitting and receiving apparatus (including those incorporating gramophones) and television cameras, radio and radar communication, detection, navigational aid and remote control apparatus:		
	A. Radio and television receiving apparatus (including those incorporating gramophones and high-fidelity systems):		
	1. With cabinets . . . *ad val.*	100%	80%
	2. Without cabinets . . . *ad val.*	80%	60%
	3. Parts and accessories:		
	(a) Cabinets . . . . *ad val.*	100%	100%
	(b) Chassis . . . . . *ad val.*	60%	60%
	(c) Radio dials and dial assemblies . *ad val.*	50%	50%
	(*d*) *Radio knobs and printed circuit boards* *ad val.*	60%	10%
	(e) Other . . . . . *ad val.*	10%	10%
	B. Transmitters, one kilowatt or less, and 500 megacycles or less, except television video transmitters . . . . . *ad val.*	60%	60%
	C. Other . . . . . . *ad val.*	10%	10%
85.19	Electric current controlling, regulating and distributing apparatus (e.g., switches, fuses, junction boxes, plugs and sockets, rheostats, voltage regulators, relays, lightning arresters, switchboards and control panels); resistances (including carbon resistance lamps and barretters) other than heating elements *ad val.*		10%
	A. General purpose safety switches, two- or three-pole, single throw type, 30 to 1,250 to 600 volts . . . . *ad val.*	40%	
	B. Other . . . . . . *ad val.*	10%	
85.23	Electrically insulated (including enamelled or anodized) wire, cable, strip and other forms of conductors, whether or not fitted with connectors: *ad val.*		10%
	A. Wires and cables of copper, insulated with plastic, rubber, asbestos or tar-impregnated cotton yarn: steel-armoured cables (BX) and enamelled or magnet wire (excluding square or rectangular magnet wire; steel-armoured power cables, No. 1/0 AWG and larger; and multi-conductor cables, No. 2 AWG and larger) . . . . *ad val.*	20%	
	B. Other . . . . . *ad val.*	10%	

Philippines (*Continued*)

Heading No.	Description	Present Rate of Duty	Previous Rate of Duty
97.06	Appliances, apparatus, accessories and requisites for gymnastics, athletics or for sports and outdoor games (e.g., baseball, basketball, volleyball, football, golf, tennis, badminton, pelota, roller skates): *ad val.*		30%
	A. Balls for baseball, basketball, softball, soccer and volleyball, softball and baseball masks, body protectors and bases . . ad val.	100%	
	B. Other . . . . . . ad val.	30%	

All inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extension 372.)

FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Plastics	Toothbrushes
(B) Iron and Steel	(i) Pig iron, steel ingots, billets and bars
	(ii) Rolled sections of steel – channels, beams, bulb plates, flanges and light gauge rails
	(iii) Steel plates, tin plates, steel sheets, steel pipes and cast iron pipes
	(iv) Wire rods

The proposal to designate these products was announced in the *Board of Trade Journal* of December 15, 1961 (Page 1249).

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2317). Please quote reference C.R.E. 1236/4/G.

BURMA

Issue of Import Licences

THE DIRECTORATE of Imports and Exports of the Government of the Union of Burma has announced that import licences for the import of textiles for the shipping period ending July 31, 1962, were issued to importers on January 18, 1962.

(*Continued on next page*)

New Linguist Journal

The Institute of Linguists have published the first of a new quarterly journal entitled 'The Incorporated Linguist'. Copies may be obtained from the Institute, 3 Craven Hill, London, W.2. Price 8s. or annual subscription 30s.

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Burma (*Continued*)

Government to Take Over Private Import Trade

THE GOVERNMENT of the Union of Burma has announced that it will take over the private import trade from March 1, 1962. Thereafter, only goods on Open General Licence can be imported by private firms.

Five new Joint Venture Corporations will be created to act as import monopolies for the former private trade. They will supplement existing Government import channels, such as the Burma Economic Development Corporation and the Civil Supplies Management Board.

BORNEO

Free Trade Area

AN AGREEMENT has been signed by the Governments of North Borneo and Sarawak to establish, with effect from January 1, 1962, a free trade area between the two territories.

The Agreement provides for the free movement of nationally produced goods between the two territories and for the same freedom of movement for imported goods where a deflection of trade would not thereby be brought about. The nine categories of goods which it is thought are likely to lead to a deflection of trade are as follows:

Alcoholic beverages;
Petroleum products;
Cosmetics and perfumery;
Dyes and chemicals;
Machinery, plant, apparatus and machined components and fashioned parts thereof;
Metals and metal manufactures, including composition goods mainly metal;
Sugar;
Textiles and wearing apparel;
Vehicles, including parts and accessories therefor.

If such goods are transferred from one territory to the other the difference between the import duties levied by the two Governments shall be refunded or collected as appropriate.

Inquiries about this notice should be address to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext, 2317), quoting reference CRE 7436/61.

SOUTH AFRICA

Application for Increased Duty

CUSTOMS TARIFF Application List No. 292, published as Government Notice 90 in the *Republic of South Africa Government Gazette* of January 26, 1962, states that the Board of Trade and Industries has received the following representations affecting the Republic's Customs Tariff:

For an increase in duty on:

Household knitting machines from free of duty to 25 per cent. *ad valorem*. (B.T.I. Ref. 51/9/30).

(Applicant: Matador Knitting Machine Co., 11 Central Road, Fordsburg, Johannesburg).

Where United Kingdom trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any United Kingdom firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 1232/62.

Temporary Suspension of Duty

GOVERNMENT NOTICE No. R.91, published in the *Republic of South Africa Government Gazette* of January 26, 1962, suspends until March 15, 1962, the duty of 3 per cent. *ad valorem* provided for in item 122(b)(4)(ii) of the Customs Tariff in respect of iron and steel sheets coated with tin, when such sheets are imported in such quantities as may be permitted by the Minister of Finance.

Investigation into Monopolistic Conditions

GOVERNMENT NOTICE No. 957 published in the South African *Government Gazette* of January 26, 1962 states that the Minister of Economic Affairs has directed the Board of Trade and Industries to institute an investigation into whether or not monopolistic conditions exist in the distribution of books and periodicals, including newspapers, in the Republic of South Africa.

Interested parties are invited to submit representations in this connection to the Secretary, Board of Trade and Industries, Private Bag 84, Pretoria, within three months from the date of publication of the notice.

PAKISTAN

Credit Restrictions

STATE BANK of Pakistan Circular, F.E. No. 2 dated January 10. 1962, announces that Authorized Dealers are directed that with immediate effect and until further instructions, they should not open Letters of Credit to cover imports into Pakistan shown in the Annexure unless a marginal deposit to the extent shown against each for the amount of credit is made with the Authorized Dealer.

Annexure

Item of Import	I.T.C. Schedule	Margin on Letters of Credit
		Per cent. margin
Iron and steel	Part I	30
Chemicals, n.o.s.	IV/C-1/7	25
Vacuum flasks, including refills	IV/E-1/8	25
Typewriters and parts thereof, n.o.s.	IV/M-1/4	25
Office machines and office equipment and parts and accessories thereof	IV/M-1/6	25
Packing for engines and boilers, all sorts, n.o.s.	IV/M-2/1	25
Ball, roller and taper bearings	IV/M-2/2	25
Tractors (standard makes only) and spare parts for tractors	IV/M-2/4 (i) & (ii)	25
Cinematographic films, unexposed	IV/P-3/1	25
Tyres and tubes, n.o.s. (excluding factory rejects)	IV/R/5	25
Motor cycles and motor scooters not exceeding 200 c.c.	IV/V/6	25
Trucks and buses (standardized makes)	IV/V/7	25
Automotive conveyances, n.o.s.	IV/V/10	25
Parts and accessories of all automotive vehicles (including spare parts for marine engines), n.o.s.	IV/V/11	25

These instructions do not apply to Letters of Credit opened against licences issued to industrial consumers and marked as such. They will also not apply to Letters of Credit opened for imports by all Departments of Central and Provincial Governments as well as all Semi-Government agencies such as Pakistan Industrial Development Corporation, Pakistan International Airlines Corporation, Water and Power Development Authority, Karachi Electric Supply Corporation, and the Small Industries Corporation.

CEYLON

Dock Strike

THE British Trade Commissioner in Ceylon reported on February 5, that members of all port unions are now back at work.

Survey of Indian Industry

The 1961 edition of 'Survey of Indian Industry' analyses the progress recorded in India's first two Five-Year Plans and assesses the prospects for the immediate future. Inquiries for copies should be addressed to H. H. Bennett, 2/3 Salisbury Court, London, E.C.4.

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FEDERATION OF RHODESIA AND NYASALAND

Manufacturers Rebate of Duty

FEDERAL GOVERNMENT NOTICE No. 28 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 26, 1962, amends the Third Schedule (Manufacturers' Rebates) Regulations 1960, published in Federal Government Notice No. 274 of 1960 details of which were given in the *Board of Trade Journal* of September 30, 1960, page 781. The amendments are as follows:

By the insertion in that part relating to the 'Industrial Chemicals, Pharmaceuticals and Oil Derivatives Manufacturing Industry' under the appropriate headings as indicated:

Goods	Item	Effective Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
Acetylsalicylic acid	224 (1)	5%	Free	Free	Free
Phthalylsulphathiazole powder	224 (1)	5%	Free	Free	Free
Sulphanilamide powder	224 (1)	5%	Free	Free	Free
Sulphathiazole powder	224 (1)	5%	Free	Free	Free
Sulphafurazole powder	224 (1)	5%	Free	Free	Free
Succinylsulphathiazole powder	224 (1)	5%	Free	Free	Free
Sulphadimidine powder	224 (1)	5%	Free	Free	Free
Sulphaguanidine powder	224 (1)	5%	Free	Free	Free

By the repeal in that part of the 'Paper and Paperboard Converting Industry' of the following item:

Goods	Item	Effective Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
Corrugator's starch	42	20%	10%	10%	Free

and by the substitution therefor of the following item:

Goods	Item	Effective Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
Corrugator's starch	42	10%	Free	Free	Free

Import Control

DETAILS WERE given in the *Board of Trade Journal* of January 26, 1962 page 182 of the Control of Goods (Import) Open General Licence, 1962. Federal Government Notice No. 30, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 26, 1962, amends Part 1 of the Third Schedule of the Control of Goods (Import) Open General Licence, 1962, as follows: Part 1 of the Third Schedule sets out the goods which require import licences on entry into the Federation from Japan:

By the deletion of the following item:

ex 76 Piece-goods, woven, knitted, crocheted or felted, n.e.e.:
- ex (c) Containing more than 50 per cent. of cotton, n.e.e.:
  - ex (i) and ex (ii):
    - (B) Dyed as defined in Note (1) to this item, in a drill, twill, sateen or satin weave;
    - ex (D) Manufactured from coloured yarns, as defined in Note (3) to this item, weighing more than 5¼ oz. per square yard;
    - ex (E) In the loom state, commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item, except poplin;
    - ex (F) Other, except poplin, and except other materials weighing less than 5¼ oz. and costing more than 3 shillings per square yard f.o.b. port of origin.
- ex (f) Other, n.e.e.:
  - ex (iv) Other piece-goods containing rayon or spun rayon: dyed or bleached (as defined in Notes (1) and (4) to this item), or in a loom state:
    if in a drill, twill, sateen or satin weave;
    or if in a plain weave, except poplin,

and by the substitution therefor of the following item:

ex 76 Piece-goods, woven, knitted, crocheted or felted, n.e.e.:
- ex (c) Containing more than 50 per cent. of cotton, n.e.e.:
  - ex (i) and ex (ii):
    - (B) Dyed as defined in Note (1) to this item, in a drill, twill, sateen or satin weave;
    - ex (C) Printed, as defined in Note (2) to this item, of an f.o.b. value of not more than 25 pence per square yard;
    - ex (D) Manufactured from coloured yarns, as defined in Note (3) to this item – weighing more than 5¼ oz. per square yard;
    - ex (E) In the loom state, commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item, except poplin;
    - ex (F) Other, except poplin, and except other materials, weighing less than 5¼ oz. and costing more than 3 shillings per square yard f.o.b.;
- ex (f) Other, n.e.e.:
  - ex (ii) Rayon piece-goods, printed, as defined in Note (2) to this item, of an f.o.b. value of not more than 22 pence per square yard;
  - ex (iv) Other piece-goods containing rayon or spun rayon; dyed or bleached (as defined in Notes (1) and (4) to this item), or in a loom state:
    if in a drill, twill, sateen or satin weave;
    or if in a plain weave, except poplin.

The effect of this Notice is to make the following cotton and rayon piece-goods which were previously subject to open general licence, subject to individual licence control:

(1) Cotton piece-goods, printed, of an f.o.b. value of not more than 25 pence per square yard.

(2) Rayon piece-goods, printed, of an f.o.b. value of not more than 22 pence per square yard.

The British Trade Commissioner at Salisbury has reported that so far as Japan is concerned licences will be issued to registered clothing manufacturers but no licences will be granted for over the counter sales.

JORDAN

Ban on Import of Non-petrol Driven Vehicles

IT WAS ANNOUNCED in the Jordanian *Official Gazette* of January 1, 1962, that as from that date and until further notice import licences would not be issued for any non-petrol driven vehicles whether assembled or in parts. This also applies to engines and cylinders of engines for vehicles driven by fuels other than petrol. All vehicles, engines and cylinders shipped to Jordan before January 1 are excepted but such goods shipped after January 1 will not be cleared by the Customs, and must be re-exported. After January 1 it is also prohibited to register non-petrol driven vehicles with the traffic department.

All inquiries concerning this notice should be addressed to: Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, extension 2528).

LEBANON

Address of British Embassy, Beirut

THE ADDRESS and the telephone number of the First Secretary (Commercial), British Embassy, Beirut, shown in the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* issue of January 19, are incorrect. The correct address and telephone number are as follows:

Avenue de Paris, Beirut. (Telephone: Beirut 221550).

Mechanical Handling Directory

The 'Mechanical Handling Directory' is now available. Copies from Iliffe Books Ltd., Stamford Street, London, S.E.1. Price 40s. (by post 42s. 3d.).

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

UNITED ARAB REPUBLIC (EGYPT)

Monetary Policy

THE MINISTER OF ECONOMY of the United Arab Republic announced on December 30 the issue of four decrees designed to put Egypt's foreign currency policy on to a more uniform basis and to try to improve the exchange value of the Egyptian pound abroad. The various premia of foreign exchange transactions are now replaced by one premium of 20 per cent. on the official exchange rate on all transactions except certain payments and receipts of an international character, including those pertaining to navigation, Suez Canal tolls, international loans and Post and Telegraph dues, which remain at the official rate of exchange. At the same time, the import into or export from the country of Egyptian banknotes is now prohibited.

Imports

Hitherto the currency premium was 10 per cent. and a special import tax of 9 per cent. was also collected. These two charges are amalgamated into one 20 per cent. premium to be collected upon opening the letter of credit. However, half of this premium will be refunded on imports of food and other basic consumer needs, raw materials and industrial equipment.

Exports

Although all exports will attract the 20 per cent. premium irrespective of markets, this will be reduced by a tax not exceeding 20 per cent. to be levied on certain export commodities deemed not to need the full premium. These may include rice, onions, peanuts, oil and oil products.

Egyptian Banknotes

A period of grace until February 1 was given to enable those still holding Egyptian notes abroad to return them through recognized banks or United Arab Republic Embassies. Foreigners holding these banknotes may either:

(a) Open a non-resident account in Egyptian currency for local expenditure in Egypt only; or

(b) Open an account valued at a rate of LE1 to dollar 1·65 which is stated to be the current average rate of the Egyptian pound in foreign markets.

This account may be used to pay for exports from Egypt or for local expenditure. United Arab Republic citizens resident abroad may repatriate Egyptian notes only for the purpose of local expenditure in Egypt, and will not be allowed to open non-resident accounts.

Banknote Transfers and Tourist Expenditure

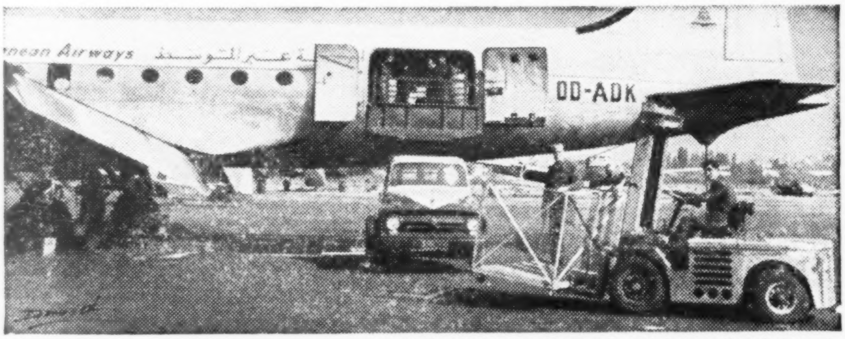
The special tax of 10 per cent. premium on banknote transfers is now abolished. The foreign exchange premium granted to foreign tourists entering Egypt is reduced from 27 per cent. to 20 per cent.

All inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Room 5142, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2449.)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**



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SPAIN

Global Quotas

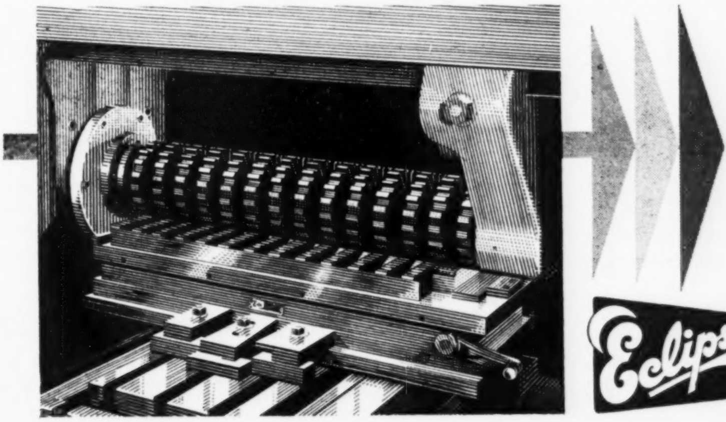
THE opening of global quotas Nos. 1, 2, 3, 4, 6, 7, 13, 14, 16, 18, 19, 21 and 24 has already been announced in the *Board of Trade Journal* on January 26 (page 179) and February 2 (page 256).

The Spanish authorities have now published the first half of the new (1962) list of global quotas and this is reproduced below.

The second half of the list will be published in the *Board of Trade Journal* as soon as it is available.

Quota No.	Goods	Tariff heading	Annual value in U.S. Dollars	Opening Date	Closing Date	Amount to be called in U.S. Dollars
1	Preserved food products	Ex. 03.02C, 16.01, 16.02, 16.04, 16.05, 20.01, 20.02, 20.03, 20.04, 20.05, 20.06, 20.07, 21.03	400,000	January 18, 1962	February 17, 1962	200,000
2	Cheese	04.04	1,000,000	January 29, 1962	February 28, 1962	500,000
3	Hops	12.06	400,000	January 18, 1962	February 17, 1962	200,000
4	Beer	22.03	110,000	January 29, 1962	February 28, 1962	55,000
5	Cement	25.23	500,000	(Opened permanently with monthly distributions)		
6	Coking coal	27.01A	1,500,000	January 18, 1962	February 17, 1962	750,000
7	Ancillary chemicals for the textile, paper, leather and rubber industries	(*)	3,000,000	January 18, 1962	February 17, 1962	1,500,000
8	Non-liberalized basic chemicals for the pharmaceutical, veterinary, perfumery and cosmetic industries	(*)	1,200,000	February 26, 1962	March 26, 1962	600,000
9	Non-liberalized basic products used in manufacture of paints, varnishes and plastics, and non-liberalized plastic raw materials	(*)	2,000,000	February 5, 1962	March 5, 1962	1,000,000
10	Non-liberalized chemical products for industrial purposes, not included in other quotas	(*)	2,800,000	February 26, 1962	March 26, 1962	1,400,000
11	Pharmaceutical specialities	30.02A-2, 30.02B-2, Ex 30.03, Ex 30.05	825,000	(Opened permanently with monthly distributions)		
12	Paints, varnishes and other finished colouring matter, including artists' colours and inks	Ex 32.09, 32.10, 32.13	175,000	February 5, 1962	March 5, 1962	87,500
13	Perfumery, toilet and cosmetic preparations	33.06	60,000	January 18, 1962	February 17, 1962	30,000
14	Sensitized plates and other sensitized material for photography	37.01, 37.03	1,500,000	January 18, 1962	February 17, 1962	750,000
15	Manufactures of plastic materials including cellulose and cellulose gut	39.03B-1, 39.07	365,000	February 5, 1962	March 5, 1962	182,500
16	Prepared leather and skins and leather manufactures	41.02, 41.03, 41.04, 41.05, 41.06, 41.07, 41.08 41.10, 42.01, 42.02, 42.03, 42.04, 42.05, 42.06	250,000	January 18, 1962	February 17, 1962	125,000
17	Fur skins and articles of fur; artificial fur	43.02, 43.03B, 43.03C, 43.04	600,000	February 5, 1962	March 5, 1962	300,000
18	Paper and cardboard, its manufactures and products of graphic arts	48.01A, 48.01B, 48.01C-1, 48.01C-2, 48.01-C3b, 48.01D, 48.02, 48.03, 48.04, 48.05, 48.06, 48.07, 48.08, 48.09, 48.10, 48.11, 48.12, 48.13, 48.14, 48.15, 48.16, 48.17, 48.18, 48.19, 48.20, 48.21, 49.03, 49.04, 49.05, 49.06, 49.07, 49.08, 49.09, 49.10, 49.11, 57.08, 57.12	4,000,000	January 29, 1962	February 28, 1962	2,000,000
19	Newsprint	48.01C-3a	2,000,000	January 20, 1962	February 10, 1962	1,000,000
20	Raw silk, unthrown and silk waste	50.02, 50.03	200,000	March 1, 1962	March 31, 1962	100,000
21	Yarn of textile fibres	50.04, 50.05, 50.06, 50.07, 50.08, 51.01, 51.02B, 51.02C, 51.03, 54.03, 54.04, 55.05, 55.06, 56.02B, 65.03B, 56.04B, 56.05B, 56.06, 57.05, 57.07A, 57.06C,	2,500,000	January 20, 1962	February 17, 1962	1,250,000
22	Textile fabrics and manufactures	50.09, 50.10, 51.04, 54.05, 55.07, 55.08, 55.09, 56.07, 57.09 57.10, 57.11, 58.01, 58.02, 58.03, 58.04, 58.05, 58.06, 58.07, 58.08, 58.09, 58.10, 60.01A, 60.03A, 60.04A, 60.04D, 60.05A, 60.05D, 60.06	1,200,000	February 19, 1962	March 20, 1962	600,000
23	Raw flax, not hackled	54.01	600,000	March 1, 1962	March 31, 1962	300,000
24	Jute	57.03	6,000,000	January 27, 1962	February 17, 1962	3,000,000
25	Coconut fibre	57.07B	500,000	February 24, 1962	March 24, 1962	250,000
26	Special fabrics and textile manufactures for technical uses	59.02, 59.07, 59.08, 59.09, 59.12, 59.13, 59.16, 59.17	200,000	February 10, 1962	March 10, 1962	100,000

(*) The following tariff headings correspond to Global Quotas Nos. 7, 8, 9 and 10. The industrial use of each product will determine under which of these quotas it should be classified: 28.01C, 28.02, 28.04B-1, 28.05A-2, 28.05D, 28.12, 28.13A, 28.14, 28.15B, 28.20B, Ex 28.23, 28.28B, Ex 28.28E, 28.29A, 28.33, 28.38A-4, 28.41B-3, Ex 28.43A-1, Ex 28.46A, Ex 28.46B 28.49, 28.54, 29.03B-1, 29.04A-1, Ex 29.04A-5, Ex 29.11A-1, 29.11A-2, 29.15D, 29.16A-2, Ex 29.23D-1, 29.25A, 29.26C, Ex 29.38A, Ex 29.42A, 29.42C, Ex 29.42D, Ex 29.42E, 29.43A, 29.43B, 29.44A, 29.44B, 32.02A, Ex 32.03A, 34.03, 34.05B, Ex 35.05, 35.06, 38.01A, 38.03A, 38.08, Ex 38.11, 38.17, 38.18, 38.19D, Ex 38.19E, Ex 39.01 Ex 39.02, Ex 39.03, Ex 39.04, Ex 39.05, Ex 39.06.



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FEDERAL GERMAN REPUBLIC

Quotas for Goods at Fairs in First Half of 1962

THE MINISTER FOR FOOD, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the first half of 1962. Space will be allocated to firms as previously in accordance with the amount of space booked.

It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

		DM.
Fruit and fruit juices in tins and bottles		100,000
Roasted and salted peanuts, cashews, hazels and almonds and mixtures thereof, in tins or packets		50,000
Miscellaneous foodstuffs		500,000
Of which:		
Barley and oat products	up to	25,000
Canned vegetables	up to	50,000
Jams and marmalades	up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories		40,000
Ice cream		250,000
Ice cream mix		50,000
Wine	2,000 hectolitres	

United Kingdom exhibitors who wish to obtain licences under these arrangements should notify the British Embassy, Commercial Department, 77 Freidrich-Ebert-Allee, Bonn, Germany, not later than the first post on February 19, 1962, and give evidence of the amount of space booked.

Exhibitors will be advised of their individual allocations before the fairs open.

There is no restriction on the import of goods which have been liberalized.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2609).

THE NETHERLANDS

Import Duty Tariff Quotas

A NETHERLANDS Ministerial Order No. D2/451 of January 18, 1962, (*Nederlandse Staatscourant* No. 14 of January 19, 1962), contains amendments (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from *Non-E.E.C.* countries. Goods imported under the terms of this Order may NOT be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force from January 22, 1962.

Deletion

Tariff No.	Description of Goods	Annual Quota
Ex 29.01 D VI b	Diphenylbenzene	Unlimited

Additions

Tariff No.	Description of Goods	Annual Quota
Ex 29.01 D VI b	Divinylbenzene	Unlimited
Ex 29.13 E	Oxydopregnenolon	Unlimited

An earlier notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* on January 19, 1962, page 131.

BELGIUM

Biscuit Price Regulations

A BELGIAN Ministerial Order of January 10, 1962 (*Moniteur Belge* No. 12 of January 13, 1962) lays down that the prices of biscuits charged by manufacturers, importers, wholesalers and retailers cannot exceed the levels obtaining on January 1, 1961, excepting when derogations have been or may be authorized by the Minister for Economic Affairs and Energy.

The Order came into force on January 13, 1962.

The full text of the above-mentioned Order (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1. (Tel.: Chancery 4411, Ext. 386 or 387.)

Hints to Businessmen Visiting Poland

A REVISED edition of the booklet on Poland has been published in the series of 'Hints to Business Men'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928).

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ARGENTINA

Modifications to Import Lists

H.M. EMBASSY at Buenos Aires report the publication of Argentine Government Decrees Nos. 10638 of November 10, 11052 of November 23, 11264 of November 24, 11567 of December 7, and 11932 of December 21, 1961, which modify as follows the lists attached to Argentine Government Decree No. 5439/59 (see *Board of Trade Journal* for May 29, 1959, page 1278):

Decree No. 10638

Tariff No. 1799/802: Reconditioned teleprinting machines for automatic transmission and teletypes and their spares which news publishing firms, at present using their service, ship to Argentina up to March 31, 1962, are exempt from surcharge. Beneficiaries of this decree must not sell, transfer or rent these items within three years from the date of customs clearance. Infringements of these regulations will be penalized by payment of a surcharge equivalent to 150 per cent. of the c. & f. value calculated on the prices of new equipment.

Decree No. 11052

Include in List No. 3 (40 per cent. surcharge) *Tariff No.* 4062. Metal rims, plated or anodized, for mounting spectacle frames, with their corresponding bridge and nose rests. Metal side pieces, plated or anodized with their corresponding plastic end protectors (excluding hinges). Adornments, escutcheons or metallic applications, plated or anodized for the manufacture of spectacle frames. Complementary plastic or metallic parts for metal rims, plated or anodized are excluded.

Include in List No. 4 (100 per cent. surcharge) *Tariff No.* 4062. Metallic and/or combined (metal with plastic), frames only, for spectacles.

Include in List No. 5 (150 per cent. surcharge) *Tariff Nos.* 4317, 4318, 4319, 4659 and 4710. Direct Black No. 18 ('organicolouring product.')

Delete from List No. 3 (40 per cent. surcharge) *Tariff No.* 2198. 'Ferroxcube' mixture or similar for the manufacture of cores of high permeability for radio-frequency coils.

Include in List No. 3 (40 per cent. surcharge). *Tariff No.* 4632. Metallic ferrites simple and/or compound in powder or paste, 'Ferroxcube' type and similar excluding iron oxide.

Decree No. 11264

Include in List No. 4 (100 per cent. surcharge) *Tariff No.* 3614. Nylon yarn, only, including perlon, for textile use exclusively.

Decree No. 11567

The surcharge on imports of industrial machinery and motors in general included in List No. 6 C attached to Argentine Decree No. 5439/59 is increased to 40 per cent.

Decree No. 11932

Delete from List No. 3 (40 per cent surcharge) *Tariff No.* 1657. Unworked iron in sheets, excluding those to be transferred into strips (hot or cold rolled), sections, angles, metallic carpentry, flats and other sections.

Include in List No. 3 (40 per cent. surcharge) *Tariff No.* 1657. Unworked iron in sheets, excluding those to be transferred into strips (hot or cold rolled), sections, angles, flats and other sections.

Include in List No. 3 (40 per cent. surcharge) *Tariff No.* 1657. Unworked iron in flat sheets, used for the manufacture of frames, doors, windows, standard frames and other elements of ironwork and metallic carpentry (excluding their fittings) destined exclusively for the building industry.

'Aforo' System for Imports

INFORMATION about the new Argentine scheme of 'aforos' for imports was given in the *Board of Trade Journal* of November 10 (page 994). Argentine Government Decree No. 11260 of November 24, 1961, now specifies that 'aforos' already established or to be established in the future will apply to all customs and exchange surcharges, except in the cases of merchandise covered by agreements with pre-established 'aforos' and fixed or *ad valorem* duties, in which cases they will not apply in respect of Customs duties while the agreements remain in force.

Argentine Government Resolution No. 226 of November 30, 1961, also establishes the 'aforos' detailed below on which the duties and surcharges on nylon and/or perlon (Tariff No. 3614) will be assessed as from the date of the Resolution.

U.S. dollars

Denier	Plain without Twist	Plain with Twist	Woven Various	Banlon Agylon, Tycora	Dyed
10	10·50	—	14·—	14·—	For plain and/or woven U.S. $1·50 per kilo shall be added.
12	8·30	—	11·80	11·80	
15	6·85	—	10·35	10·35	
30	5·—	6·50	8·50	8·50	
40	3·87	5·17	7·37	7·37	
60	3·70	4·80	6·20	6·60	
70	3·66	4·76	6·10	6·56	
90	3·45	4·45	5·95	6·85	
100	3·34	4·34	5·84	6·24	
210	3·30	4·20	5·80	6·20	

Note: For the intermediate denier the price shall be based on the next lower denier.

Competition for Public Tenders

H.M. EMBASSY at Buenos Aires report that they have been informed by the Register of Suppliers to the State that it is not essential for firms tendering for public business to have a representative registered with the Register. This is a general ruling and it is subject to any special conditions regarding representation which may be laid down in individual tenders. Despite this concession it is still advisable for British firms to protect their interests by having a duly accredited representative whenever possible.

Import of Equipment Free of Surcharge

THE *Board of Trade Journal* of March 3, 1961 (page 548) gave details of Argentine Government Decree No. 362 of January 13, 1961, which allowed the import of certain equipment free of surcharge. Decree No. 9585 of October 27, 1961, now adds to the list of items to which the concession is extended 'equipment for use by the National Port Administration and the National Directorate of Harbour Constructions and Navigable Routes for the keeping open, dredging and buoying of navigable port routes and for the construction and preservation of coastal works'. The concession is granted subject to the provisos in the original decree.

Import of Equipment Free of Surcharges and Customs Duties

THE *Board of Trade Journal* of October 13, 1961 (pages 800-801) reported the publication of Argentine Government Decree No. 7062 of August 16, 1961, permitting the importation free of surcharges and Customs duties, of certain items for use in scientific research. Article 5 of the decree made the concession dependent on certification by the Secretariat of State of Industry and Mining that the respective articles are not regularly produced in the country. Decree No. 10475 of November 6, 1961, now establishes that the certification is not required when a *bona fide* document is produced to show that it is a donation made by a foreign entity and accepted by a National Institution.

COSTA RICA

Surcharge on all Imports

H.M. EMBASSY in San Jose reports that, under a new Law published in the Costa Rican *La Gaceta* on, and effective from, November 9, 1961, a surcharge of 3 per cent. on the *ad valorem* and specific duties is levied on all imports. The Law is called 'The Hospital Financing Law' and the tax is named 'Hospital Stamp'.

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CHILE

Imports into the Free Zones

CHILEAN LAW No. 14,824 of January 12, 1962, sets out the regulations now to be observed for imports into the Free Zones of Chile (i.e. Arica, Aysen, Chiloe and Magallanes). An English translation of the more important features of the law may be consulted at the Export Services Branch, Room 729, Board of Trade, Lacon House, Theobalds Road, London, W.C.1.

The following is a summary of the law as it affects imports into:

ARICA

Essential imports. The following goods imported into Arica will continue to be exempt from all customs duties and taxes:

Foodstuffs (other than those which are classed as luxuries).
Building materials.
Machinery.
Motor lorries, pick-up trucks, jeep type vehicles, buses and their chassis and passenger motor vehicles other than those mounted on motor car chassis.
Fuel.
Accessories and spare parts, raw materials, materials and other items for the installation, renovation, extension, and exploitation of industry, agriculture and mining.

Luxury imports. Goods which do not appear on Chile's List of Permitted Imports, when imported into the Free Zone of Arica will be subject to the full customs duties and taxes, but not to the additional tax 'surcharges' established by Law 13,305.

Other imports. Goods which are classed neither as luxury nor as essential items will be subject to a tax of 25 per cent. of the c.i.f. value.

AYSEN, CHILOE AND MAGALLANES

Luxury imports. The following goods, when imported into the zones of Chiloe, Aysen and Magallanes, will be subject to the full customs duties and taxes, but not to surcharges:

Jewels and false jewellery.
Precious metals and stones and any object containing them.
Fine furs, processed, semi-processed or in bulk.
Silks, cloth or other manufactured articles containing silk or any other textile fibre either natural or synthetic, with the exception of clothing of cotton and wool, and cloth and articles manufactured of cotton and wool, which may have a tolerance of up to 30% of silk or synthetic fibres.
Towels, serviettes, table cloths and sheets.
Mirrors.
Key-rings and cigarette cases.
Christmas decorations.
Mats.
Articles for presentation and adornment not otherwise specified.
Other hardware goods not specified.
Perfumes, toilet soaps and cosmetics.
Ivory and works of art.
Watches of fine metal or plated with fine metal.
Carpets and tapestries.
Tobacco in bulk or processed.
Artificial flowers and fruit.
Chinaware and articles of chinaware.
Crystalware.
Lamps, excepting paraffin, petrol and carbide lamps, medicinal lamps and those destined for street lighting.
Television apparatus and spares.
Radios and spares.
Sound recorders and spares.
Record players, including those incorporated in a table radio.
Phonographs and gramophones.
Furniture, with the exception of those intended for tools or machines imported with them and those intended for medical, dental, veterinary and educational purposes.
Alcoholic drinks of all types and alcoholic strengths.
Photographic cameras.
Films.
Cine cameras and projectors and their spares.
Mechanical toys driven by steam, friction, electricity or springs.
Motorcycles and motor scooters and their spares.
Fine cutlery.
Fountain pens and automatic pencils.
Leather goods with the exception of those used for sport and for schools.
Manufactures of rubber or cellulose and similar materials with the exception of those destined for industrial, agricultural, sanitary, health and transport use.
Domestic electrical apparatus with the exception of sewing and knitting machines and washing machines with a capacity not exceeding 5 kgs.
Electric irons and cooking stoves.
Refrigerators other than industrial.

Motor vehicles. Public service vehicles and motor cars to be used exclusively as taxis will be exempt from the payment of all customs duties and taxes.

Motor cars and station wagons, with an f.o.b. value up to U.S. $2,500 will be subject to a special tax of 100 per cent. of the f.o.b. value.

Motor vehicles other than these will be subject to a special tax of 200 per cent. of the f.o.b. value.

Other imports. All goods other than those mentioned above will remain subject to existing legislation.

Amendment to Import Regulations

CIRCULAR NO. 138 of the Central Bank of Chile placed an import deposit of 10,000 per cent. on some 40 items of the Chilean Import List (see *Board of Trade Journal* of February 2, page 249) H.M. Embassy at Santiago has now reported that this deposit has been lifted. The goods will therefore be subject to the appropriate additional tax 'surcharge' in the usual manner.

PANAMA

Increased Duties on Alcoholic Beverages

BY LAW No. 91 of December 28, 1961, effective 60 days thereafter, the Customs duties on the undermentioned goods were increased as follows:

Tariff No.	Description	Unit	New Duty
			(Balboas)
112-01-01	Table wines, white or red	Litre	0·46
112-01-02	Champagne	,,	2·26
112-01-03	Other sparkling wines, n.e.s.	,,	2·25
112-01-99	Other wines, including grape must, n.e.s.	,,	0·98
112-02-00	Cider and fermented fruit juice (fruit wines, n.e.s.)	,,	0·98
112-03-00	Beers and other fermented cereal drinks	,,	1·01
112-04-01	Aromatic bitter extracts, liquid, in original retail containers	Gross Kilo	0·33
112-04-02	Rum and other sugar cane brandies, in original retail containers	Litre	3·50
112-04-03	Whisky in original retail containers	,,	3·50
112-04-04	Cognac or brandy in original retail containers	,,	3·50
112-04-80	Other distilled alcoholic beverages, n.e.s., in original containers	,,	3·50
112-04-99	Ethyl alcohol testing less than 80° by the Gay Lussac alcoholometer and distilled alcoholic beverages, n.e.s., in other containers (for ethyl alcohol testing more than 80°, see No. 512-02-00)	,,	3·90

Customs Tariff Changes

BY DECREE LAW No. 76 of December 28, 1961, the following changes have been made in the Panamanian Customs Tariff:

Tariff No.	Description	Duty
		(Balboas)
(a) 681-04-01	Bars and rods for reinforcing concrete including round, square and smooth bars, steel angles and strips or plates	0·04 per gross kilo
(a) 681-04-09	Beams, small beams, shapes, sections including hollow bars for drilling	0·01 per gross kilo
(b) 732-01-07	Motor vehicles used by passengers including station wagons, which are not buses or motor-cycles (assembled or unassembled):	
	Weighing up to 1,750 kilos	0·30 per gross kilo
	Weighing more than 1,750 kilos	0·45 per gross kilo

(a) See *Board of Trade Journal* of October 31, 1958, page 935.

(b) Duties on the goods falling under this heading will bear the following discounts:

After the first year of manufacture	10%
After the second year of manufacture	20%
After the third year of manufacture	35%
After the fourth year of manufacture	45%
After the fifth year of manufacture	55%
After the sixth year of manufacture	65%
After the seventh year of manufacture there will be a fixed duty of	Balboas 100·00
After the eighth year of manufacture there will be a fixed duty of	Balboas 80·00
After the ninth year of manufacture there will be a fixed duty of	Balboas 60·00

DOMINICAN REPUBLIC

Withdrawal of Banknotes

ACCORDING to a report from H.M. Embassy in Santo Domingo, the Council of State of the Republic decreed recently that all Dominican banknotes of RD$50, RD$500 and RD$1,000 should be withdrawn from circulation by January 31, 1962.

Currency Regulations

LAW No. 5799 of January 20, 1962, which will remain in force for a period of twelve months, forbids the import or export of Dominican currency unless authorized by the Central Bank. Offences against this Law will be punishable by a fine or imprisonment or both.

BARBADOS

Exemptions from Import Duty

THE BOARD OF TRADE have received copies of the following Orders which amend the Second Schedule to the Barbados Customs Tariff Act, 1921 (Table of Exemptions from Import Duty):

1. Customs Duties (Materials and Ingredients for the manufacture of Beer, Ale, Stout or Porter) Order, 1961, amends the Schedule:

(a) by inserting therein immediately after the paragraph beginning with the words "Manufacturers' identity tags" and ending with the words "his attorney, manager or secretary." the following new paragraph.

> "Materials and ingredients, other than such materials and ingredients as the Governor-in-Executive Committee may for the purposes of this paragraph from time to time declare by Notice published in the Official Gazette to be obtainable in the Island, for use in the manufacture and production of beer, ale, stout or porter, and bottles, capsules, cartons, crown corks, labels, stapling wire, strapping, scotch tape and such other goods as may be approved as packaging material by the Comptroller of Customs, when imported on behalf of a company declared under the Pioneer Industries Act, 1958, to be a pioneer manufacturer of the pioneer products—beer, ale, stout or porter—on the certificate of the secretary of such company that such goods are imported exclusively for use in connection with the trade carried on by such company as a pioneer manufacturer of such pioneer products, subject to and in accordance with the conditions specified in the Customs Duties (Materials and Ingredients for the manufacture of Beer, Ale, Stout or Porter) Order, 1961";

(b) by deleting the paragraphs beginning with the words "bottles, capsules, cartons" and ending with the words "for use in connection with the trade carried on by such company as a pioneer manufacturer of such pioneer products".

2. Customs Duties (Raw Materials for the manufacture of Hats, Caps and other Headgear) Order, 1961, amends the Schedule by:

inserting therein immediately after the paragraph beginning with the words "Materials and components" and ending with the words "Customs Duties (Materials and Components for the Manufacture of Domestic Electrical Appliances) Order, 1961." the following new paragraph:

> "Materials, including packaging materials, other than such materials as the Governor-in-Executive Committee may for the purposes of this paragraph declare by notice published in the Official Gazette to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island engaged in the manufacture of hats, caps and other headgear in a factory employing not less than six persons, on the certificate of such person, or in the case of a company, on the certificate of the secretary of such company, that such materials are imported for use exclusively in the manufacture and packaging of hats, caps and other headgear within such factory, subject to and in accordance with the conditions specified in the Customs Duties (Raw Materials for the Manufacture of Hats, Caps and other Headgear) Order, 1961".

MEXICO

Goods Made Subject to Import Licensing

BY DECREES published in the Mexican *Diario Oficial* on, and effective from, the dates stated the following goods were made subject to prior import licence:

Tariff No.	Description
Published on January 9, 1962	
120.00.00	Tobacco, black, filler.
120.00.01	Tobacco, light, filler.
120.00.99	Tobacco, n.s.m., filler.
120.01.00	Tobacco, black, wrapper.
120.01.01.	Tobacco, light, wrapper.
120.01.99	Tobacco, n.s.m., wrapper.

This Decree extends the requirement of prior import licence to the Free Zones and Perimeters of the country.

Published on January 15, 1962

651.01.07	Pipes and ventilators, of non-refractory earth, for buildings.
651.02.03	Cement pipes, of any weight.

This Decree applies to the Free Zones of Lower California and part of the State of Sonora only.

CUBA

Abolition of Consular Invoices

BY DECREE No. 3089 published in the Official Journal of the Republic of Cuba on November 17, 1961, consular invoices for goods consigned to Cuba have been abolished. Consular fees formerly levied for certifying the consular invoice will be assessed and collected when necessary by the Customs authorities at the port of entry of the goods. These fees will be calculated on the f.o.b. value of the goods declared in the commercial invoice.

In the case of existing credit cards for the purchase of goods abroad which stipulate that a consular invoice must be presented, the latter document will be replaced by a certificate issued free of charge by the appropriate Consular official.

ECUADOR

Amendment to Notice on Import Control

ATTENTION is drawn to the following notice on Import Control which appeared in the *Board of Trade Journal* on February 2, page 252.

Item No. 890, sub-paragraph (A) should read: 'Cars, station wagons, utility vans and the like,' not 'station wagons, utility vans and the like' as previously described.

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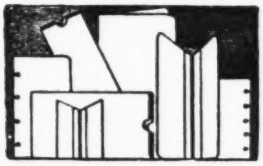

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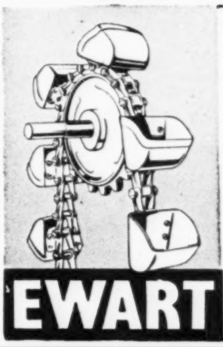

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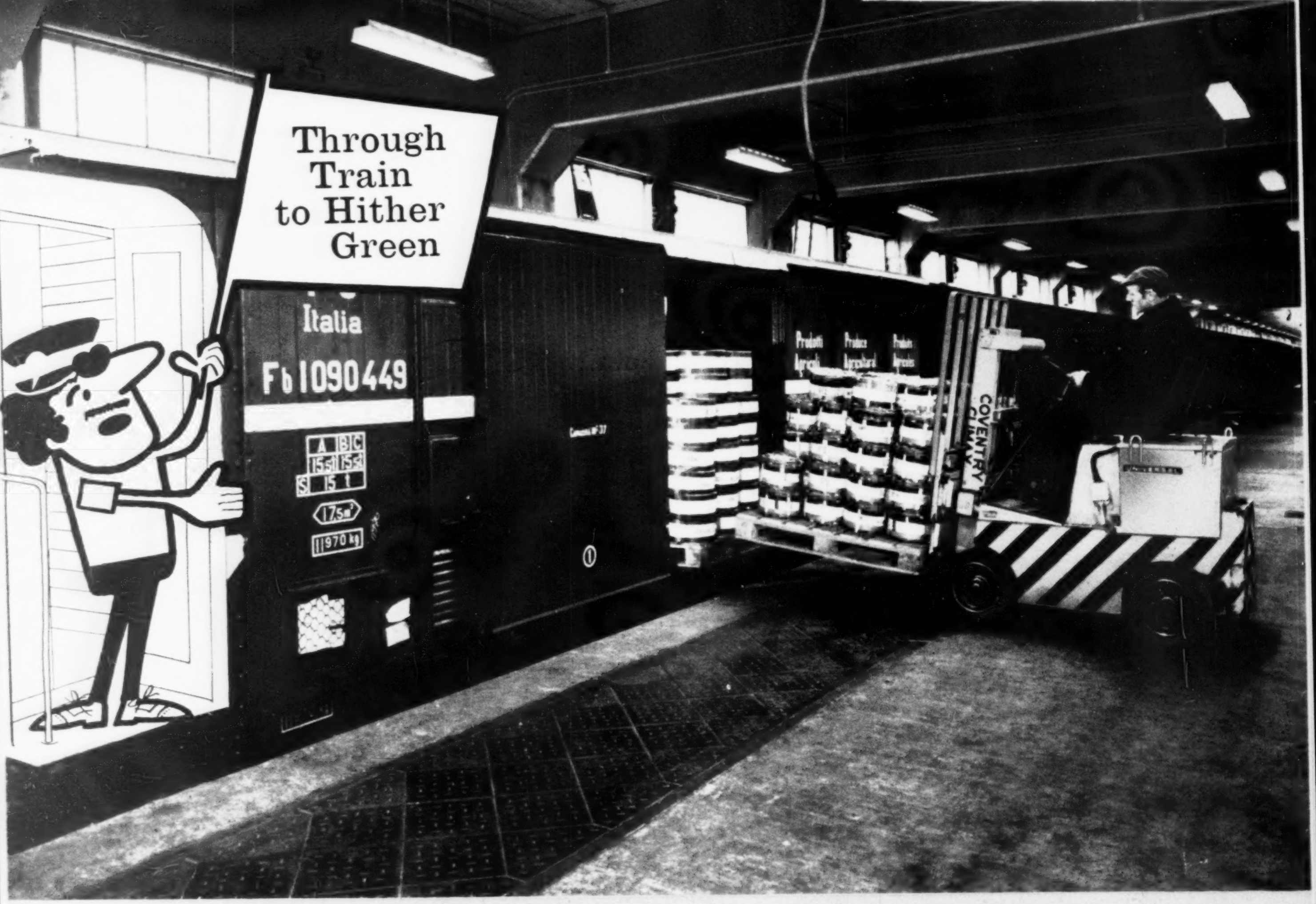
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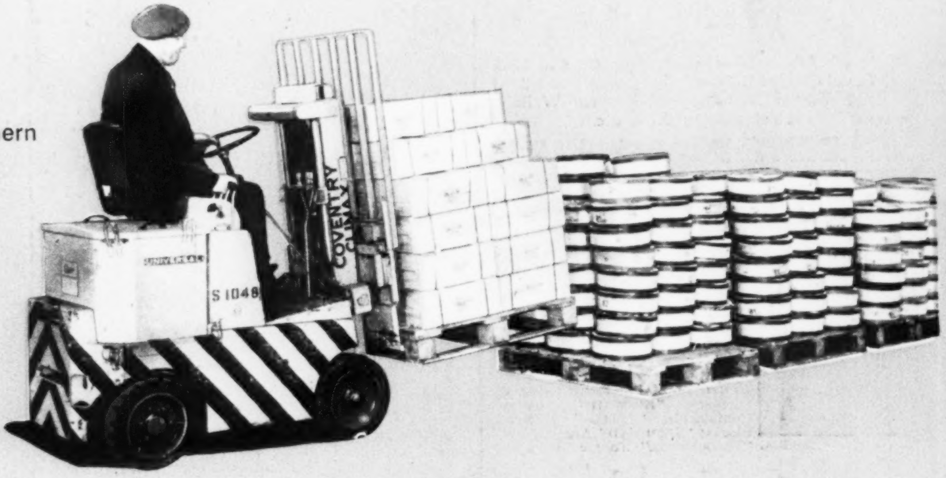
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